

santiago
chile

Technology Workshop: South America

*THE INTEGRATED TOLL ROAD –
The Merging of People, Process
and Performance*

November 12-14, 2006



IBTTA 

International Bridge, Tunnel and Turnpike Association

Representing the Worldwide Toll Industry — **Driving Change**

TECHNOLOGY WORKSHOP: SOUTH AMERICA



¡Bienvenido a Chile!

This is the first program that IBTTA has held in Latin America and we are very pleased to welcome attendees from more than 17 countries from around the globe. Our program brings together the visionaries and architects responsible for developing the world's most advanced transportation and toll collection systems. Speakers from leading toll authorities, including our host agency, COPSA AG, the European Union and the Americas will present the latest challenges, methods and steps being taken toward developing integrated toll roads. And, please join us on the technical tour where COPSA members will demonstrate how state-of-the-art technology impacts tolling operations. Welcome to Chile!

HOSTED BY



Asociación de Concesionarios de Obras de Infraestructura Pública A.G. (COPSA)

The Asociación de Concesionarios de Obras de Infraestructura Pública de Chile, COPSA AG, was founded in February 2000 in order to bring together Chilean concessionaires.

The main purpose of COPSA AG is to "Protect, improve, develop and promote the industry of concessions, considering all concessions given by the Chilean state, whose ultimate purpose is to build, operate and maintain Public Works infrastructure of all sorts."

Its members (currently 26 companies) include intercity highways, city highways, airports, detention centers, city squares, dams, public buildings and transfer stations for the new TRANSANTIAGO public transportation system.



TOURS & SPECIAL EVENTS

Vineyard and City Tour: Concha y Toro Winery and Santiago

Date: Sunday, November 12
Time: Noon – 5:00pm
Fee: \$80.00 (lunch included)
(Registered Attendees; advance registration is required).

Our buses will head through the city to the Maipo Canyon, located in the foothills of the Andes, where woods, canyons, glaciers and wild rivers abound. The bus will stop for a tour of the Concha y Toro Winery, the largest wine producer in Latin America and one of the strongest wine brands in the world.

Wine tasting will take place on the terrace followed by a visit to the ancient cellars where founder Don Melchor Concha y Toro kept his best wines; you will hear the "Casillero del Diablo Legend," a story that has made Chilean wine famous worldwide. After this visit on the way back to Santiago, there will be a panoramic excursion through some of the most interesting sites of this cosmopolitan city.

Exhibitor and Welcome Reception

Date: Sunday, November 12
Time: 7:00pm – 8:30pm
Fee: Included in registration fee
Place: Santiago Marriott Hotel
(Registered Attendees; advance registration is required).

Special Chilean Wine tasting
Sponsored by:



Technical Tour*

Date: Monday, November 13
Time: 3:00pm – 6:00pm
Fee: \$20.00
(Registered Delegates; advance registration is required).

This fascinating tour allows participants to visit some of the major toll roads in Santiago, including: Vespucio Norte Express, Autopista Vespucio Sur, Autopista Central and Costanera Norte. The tour will include visits to the tolling gantry and technical shelter, traffic management and operations center, emergency road assistance center, commercial offices and the customer service center.

Reception and Dinner at the Restaurant Camino Real

Date: Monday, November 13
Time: 8:00pm – 11:00pm
Fee: Included in registration fee
(Registered Attendees; advance registration is required).

The Camino Real Restaurant is located in the San Cristóbal Hill and offers a magnificent view of the city. Camino Real was built as a wine tasting cellar, and is still a Wine Museum which keeps samples of many of the most celebrated wineries in Chile. During dinner, a folklore group will present songs and dances from different regions of the county.

Post Meeting Industry Event

Date: November 15-17, 2006
Event: Pan-American ITS Congress and Exhibition
Place: Hotel Crowne Plaza, Santiago, Chile
Info: www.itschile.cl/mail/login.htm

**Note: The technical tour includes some walking. Participants are encouraged to wear comfortable shoes and dress for the weather. Tour will take place rain or shine.*



Santiago Marriott Hotel
Avenida Kennedy 5741
Santiago, Chile
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Check Out: Noon

PLANNING COMMITTEE

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In partnership with state and local governments, ACS provides intelligent transportation solutions that keep people and cargo moving. ACS' world-class technology reduces congestion on roads, saves drivers precious time and improves productivity. If you have a transportation challenge, ACS will provide a solution for the present with a vision for the future.

www.acs-inc.com

BARRIER SYSTEMS INC

Barrier Systems, Inc. (BSI) is the worldwide manufacturer of moveable barrier technology, a cost effective solution for

adding capacity, reducing congestion, and improving safety for permanent and construction highway applications. BSI also produces high performance crash cushions, gates and other barrier specialties.

www.barriersystemsinc.com



Brisa Auto-Estradas de Portugal currently operates on a concession basis a network of 11 motorways, with a total length of around 1050 km, constituting the main Portuguese road links, connecting the country from north to south and from east to west. Given its importance and dimension, Brisa owns various companies specializing in motoring services, aimed at improving the quality of the service provided to customers, as well as an increase in its own operating efficiency. www.brisa.pt

Kapsch >>>

Kapsch TrafficCom designs, develops, produces, supplies and maintains equipment and systems for road traffic telematics and railway communications. As a global player specialized in electronic fee collection systems based on 5.8GHz microwave technology, Kapsch TrafficCom has more than 80 reference installations in 25 countries, with over 7 million transponders and 7,000 lanes. www.kapsch.net

TELVENT

Telvent is a leading supplier in ITS and Toll solutions with high technological added value to concession motorways, tunnels & bridges. Based on over 25 year's experience in the field, Telvent's excellent reputation for high-quality products and systems is now widely recognized around the world. www.telvent.com

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your specific needs. With guaranteed transactions, solid financial backing, and a workforce there for you when – and where – you need us, TransCore is here for you – today, and in the future. www.transcore.com



Trinity Industries, headquartered in Dallas, Texas, is the leading manufacturer of high-performance highway guardrail end

treatments, temporary and permanent crash cushions, cable barrier systems and truck mounted attenuators. Offering a complete line of standard and proprietary products, Trinity leads the market in both innovation and safety. www.highwayguardrail.com



REGIONAL HIGHLIGHTS

REGIONS

Atacama Desert
Wine Region
Strait of Magellan

Lake District
Chilean Patagonia
Cape Horn Cruises

RECREATION

Rock Climbing
Fishing
Beaches

Skiing
Wildlife Observation
Sea Kayaking

DESTINATIONS

Huife Hot Springs
Villarrica, Chile Volcano
Osorno Volcano
Pukara de Lasana National Monument

Chillán Hot Springs
Tatio Geysers
Vichuquen Lake


[Read more attraction details on page 6.](#)

EXHIBIT HOURS

Set Up	Sunday, November 12	4:00pm – 6:00pm
Opening Reception	Sunday, November 12	7:00pm – 8:30pm
Lightning Round	Monday, November 13	11:15am – 11:30am
Refreshment Break	Monday, November 13	11:30am – 12:00pm
Lunch	Monday, November 13	1:30pm – 3:00pm
Refreshment Break	Tuesday, November 14	11:00am – 11:30am
Lunch	Tuesday, November 14	1:00pm – 2:30pm
Tear Down	Tuesday, November 14	2:30pm – 4:00pm

AGENDA

SUNDAY :: NOVEMBER 12

- 9:00am – 12:00pm **Turismo Cocha Hospitality Desk**
- 10:00am – 12:00pm **Registration**
Grand Ballroom Foyer
- 12:00pm – 5:00pm **Vineyard and City Tour** (Registered Attendees)
(Buses will load at 11:45am, meet in hotel lobby)
- 4:00pm – 6:00pm **Exhibitor Set-up**
Marriott Gallery & Gazitúa
- 4:00pm – 6:00pm **Speaker Rehearsal**
Grand Ballroom–ABC
- 5:00pm – 7:00pm **Registration**
Grand Ballroom foyer
- 7:00pm – 8:30pm **Exhibitor & Welcome Reception Sponsored by** 
Marriott Gallery & Gazitúa

MONDAY :: NOVEMBER 13

- 7:00am – 3:00pm **Registration**
Grand Ballroom Foyer
- 9:00am – 1:30pm **GENERAL SESSION**
Grand Ballroom–ABC
- 9:00am – 9:30am **Welcome Remarks**
Patrick Jones, Executive Director, IBTTA, Washington, DC, USA
Santiago Corral, President, IBTTA, Madrid, Spain
Herman Chadwick, President, COPSA A.G., Santiago, Chile
Eduardo Bitrán, Public Works Minister, Santiago, Chile
- 9:30am – 11:15am **The Institutional Issues that Impact Deployment**
Moderator: Mauricio Gatica, Vice President Carreteras Interurbanas, COPSA, Santiago, Chile
The Chilean Concession Program
Francisca Castro, General Coordinator of Concessions, Public Works Ministry, Santiago, Chile
The Key Role of Chilean Financial Market in the Concession Program
Speaker TBD
Legal Framework and Enforcement Process: First Lessons Learned
Maria Loreto Silva Rojas, Attorney, COSPA A.G., Santiago, Chile

Interoperability Between Urban & Inter Urban Tollroads in Chile

Carlos Griell, Operation Department, Itinere, Santiago, Chile

Revenue Leakage and ORT

Julià Monsó, ITS & Toll Operations, Iridium Concesiones (Dragados), Coral Gables, FL, USA

11:15am – 11:30am **Exhibitor Lightning Round**

11:30am – 3:30pm **Turismo Cocha Hospitality Desk**

11:30am – 12:00pm **Exhibits and Refreshment Break**

Marriott Gallery & Gazitúa

12:00pm – 1:30pm **The Chilean Road Concession Model**

Moderator: Antonio Estrada, General Manager, Autopista Central, Santiago, Chile

Autopista Central Concession: Interoperability in Santiago; The Current Model & Future Perspectives

Salahdin Yacoubi, Director of Operations, Skanska Infrastructure Development/Autopista Central, Santiago, Chile

Costanera Norte Concession: The Challenges of Building a Freeway Within a City

José Ignacio Vargas, Manager, Institutional Relations, Costanera Norte, Santiago, Chile

Vespucio Norte Express Concession: A Private Vision of a Public Service

José Luis Luppi, Manager of Operations and Systems, Concesionaria Vespucio Norte Express, Santiago, Chile

Vespucio Sur Concession: Using Technology for the Automation of Auxiliary Processes in the Operation of Toll Roads

Pedro Mengotti, Operations Manager, Autopista Vespucio Sur, Santiago, Chile

1:30pm – 3:00pm **Exhibits and Lunch** (Registered Delegates)
Marriott Gallery & Gazitúa

3:00pm – 6:00pm **Technical Tour** (Registered Delegates)
(Buses will load at 2:45pm, meet in hotel lobby)

8:00pm – 11:00pm **Reception and Dinner at Restaurant Camino Real** (Registered Attendees)
(Buses will load at 7:45pm, meet in hotel lobby)



TECHNOLOGY WORKSHOP: SOUTH AMERICA

TUESDAY :: NOVEMBER 14

8:30am – 6:00pm

Registration

Grand Ballroom Foyer

9:30am – 6:00pm

GENERAL SESSION

Grand Ballroom–ABC

9:30am – 11:00am

Beyond the Border: South American Toll Systems

Moderator: Georgina Febre, Business Manager, Ingeniería Gestión y Control S.A., Santiago, Chile

Evolution of ETC in Brazil

Luis Augusto Valença de Oliveira, IT Manager, CCR, Sao Paulo, Brazil

The Development of ETC and ITS in Traffic Management: The Argentinean Experience

Miguel Gueydan, Operations Development, Abertis Infraestructuras, Buenos Aires, Argentina

Changes in the Mexican Model of Concessions of Highways

Juan O. Moreno Navarrete, Operations Planning Director, Secretaria de Comunicaciones y Transportes, DG Desarrollo Carretero, Mexico City, Mexico

Road Infrastructure in Mexico: Challenges and Opportunities

Patricio Cal y Mayor Leach, Engineer, C&M, Mexico City, Mexico

11:00am – 11:30am

Exhibits and Refreshment Break (Registered Delegates)

Marriott Gallery & Gazitúa

11:00am – 3:30pm

Turismo Cocha Hospitality Desk

11:30am – 1:00pm

Views from Europe (1st part) – Interoperability on European Roads

Moderator: Antonio Diez de Rivera, Vice President, IBTTA, Madrid, Spain

Cesarelli – Common EFC System for a Road Tolling European System

Claude Bidaud, Special Advisor European & International Affairs, ASF, Paris, France

France & Spain: ETC Interoperability for Commercial Truck Tolling

Juan Marti, Tolls Project Manager, Abertis, Barcelona, Spain

Jean-Michel Martinez, Chairman, EUROTOLL, Paris, France

MEDIA – Toward Interoperability in the Alpine Countries

Sergio Battiboia, R&D Manager, Autostrade per l'Italia S.p.A., Rome, Italy

Interoperability, The Austrian Approach

Dr. Anton Sieber, Head of Corporate Strategy, ASFINAG, Vienna, Austria

1:00pm – 2:30pm

Exhibits and Lunch (Registered Delegates)

Marriott Gallery & Gazitúa

2:30pm – 4:00pm

Exhibits Break-down

2:30pm – 3:30pm

Views from Europe (2nd part) – Technology for Increasing Mobility

Moderator: Josef Czako, Director, International Business Development, Kapsch TrafficCom, Vienna, Austria

Moving Beyond ETC – The Extension of ETC to EPS in Spain

Juan Marti, Project Manager, Abertis, Barcelona, Spain

Stockholm Congestion Tax Program – A Combined Technology and Policy Presentation

Mats Karlsson, Project Manager, Swedish National Road Administration, Solna, Sweden

Information Exchange Agent: A Clearinghouse to Manage ETC Interoperability Between Toll Operators in Ireland

Steve Morello, Business Development Manager, Egis Projects, Paris, France

3:30pm – 3:45pm

Refreshment Break (Registered Delegates)

Marriott Gallery & Gazitúa

3:45pm – 6:00pm

The North American Perspective

Moderator: Ted Hull-Ryde, Director Special Programs, ETC Corporation, Richardson, TX, USA

North America Toll System Overview

Greg LeFrois, Associate Vice President, HNTB Corporation, Wayne, NJ, USA

Open Road Tolling Conversion

Massoud Moradi P.E., AICP, Vice President, National Tolls Program Director, PBS&J, Orlando, FL, USA

ORT: Case Study in Conversion

Sevando Parapar, Executive Director, Miami-Dade Expressway Authority, Miami, FL, USA

The Concessions in the US

José M. López de Fuentes, Director of Operations in the U.S. & Latin America, Cintra, S.A., Austin, TX, USA

Perspectives on Interagency Clearinghouse/ Regional Programs

Michael Huerta, Senior Vice President & Managing Director, TSS, ACS, Washington, DC, USA

Road Pricing Within a Comprehensive Metropolitan Transport Optimization Approach

Bob McQueen, Deputy Regional Service Manager, PBS&J, Orlando, FL, USA

6:00pm – 6:15pm

Closing Remarks



Hospitality Desk:

Representatives from Turismo Cocha will be available to help facilitate tour information, book tours, make restaurant reservations, arrange for transportation and change/book flights.

Pre and Post Workshop Tour Options:

There are many beautiful places to visit within the city and surrounding areas. To arrange personal day trips and/or escorted tours, please contact IBTTA's designated Santiago tour company directly:

Marcela Lewis, Turismo Cocha
Av. El Bosque Norte 0430, Los Condes, Santiago, Chile
Phone: 562 464 1307, mlewis@cocha.com

There is so much to see in this extraordinary country.

10 things to see and do in Chile:



ATACAMA

It is the driest desert on earth, portions have never seen rain.



VALLE DEL ELQUI

The beaches of La Serena, rise high into the mountains.



CENTRAL COAST BEACHES

Vina del Mar and Valparaiso; both have spectacular beaches.



SANTA CRUZ WINE VALLEY

A broad valley well known for its excellent wines.



LAKE DISTRICT

A forested region of lush old growth forests, clean lakes, snowcapped volcanos and deep clear lakes.



CHILOE

This huge island has a culture all its own.



THE CARRETERA AUSTRAL

The ends of the earth begin here.



TORRES DEL PAINE NATIONAL PARK

Located north of Tierra del Fuego these are remote areas that are worth the visit.



TIERRA DEL FUEGO ANTARTICA

The main attractions are glaciers, ice caps and parks.



EASTER ISLANDS

The famous Easter Islands offer visitors many highlights.

FAST FACTS

Badges — Badges are required to gain entry into all sessions. In consideration of other attendees, please wear your name badge to all scheduled functions. The color of your badge paper will help assist you in identifying your fellow participants.

White: Delegate Member
Orange: Delegate Non-member
Yellow: Companion/Guest
Blue: Exhibitor

Breakfast — If you are staying at the Marriott Hotel, complimentary breakfast will be served in the Café Med Restaurant.

Competing Events — It is against IBTTA policy for other organizations to schedule events during the program.

Considerations — While in the meeting, please turn off all cellular phones and beepers and please take side conversations outside of the room.

Platinum Notebooks — Provided by the Platinum Sponsors, these notebooks contain reference material and resources for you to use throughout the Workshop.

Dress — Business casual dress is encouraged for all events.

Local Attractions — For information on local attractions, please see your notebook or the hotel concierge or Turismo Cocha Hospitality desk.

Member Publications and Collateral — All members of IBTTA are welcome to place publications on the designated tables.

New Attendees — First time attendees will have a yellow ribbon attached to their badge. New IBTTA members will have maroon ribbons. Get to know your new colleagues and help introduce them to other IBTTA members.

Presentations — Presentations authorized for distribution will be available at www.ibtta.org within two weeks following the meeting.

Recording of Sessions — Recording of any session is strictly prohibited.

Registration Fees — Delegate and Speaker fees include all meals, functions and sessions.

Satisfaction Survey — Please help us improve future meetings by completing a meeting survey. Surveys will be handed out during the sessions and a link to our online survey will be sent via email.

Special Accommodations — If you need special accommodations to fully participate in the IBTTA events, please let us know at the IBTTA registration desk.

Sponsor Publications and Collateral — Please support our generous sponsors by reviewing the material on the designated sponsor tables.

Translation — Interpreter services will be available throughout the workshop in English and Spanish.

JOIN IBTTA AT THESE FUTURE MEETINGS...



*Waltz into Vienna for the
75th Annual Meeting & Exhibition,
Anniversary Celebration!*

October 6-10, 2007
Vienna Hilton
Vienna, AUSTRIA



2006-2007 CALENDAR

Transportation Finance Summit

December 3-5, 2006 :: Washington, DC USA

Organization Management Workshop

April 22-24, 2007 :: Austin, Texas USA

Facilities Management Workshop

May 19-23, 2007 :: Richmond, Virginia USA

Spring Technology Workshop

June 2007 :: Berlin GERMANY

Violations Enforcement Summit

July 2007 :: Boston, Massachusetts USA

Maintenance Committee Fall Conference

September 2007 :: Philadelphia, Pennsylvania USA

75th Annual Meeting and Exhibition

October 6-10, 2007 :: Vienna AUSTRIA

Fall Technology Workshop

November 2007 :: Miami, Florida USA

Transportation Finance Summit

December 2007 :: Washington, DC USA

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