

**CAN/AM BORDER TRADE ALLIANCE
APRIL 24-26, 2005 OTTAWA CONFERENCE SUMMARY
HIGHLIGHTS**

CAN/AM BTA is an organization with a far-reaching beneficial impact on the important issues of Border Management, Trade, Travel and Business between the world's "2" Largest Trading Partners - Canada and the United States.

Next Can/Am BTA Conferences **Seattle, WA (with PNWER) July 14-18, 2005**
Washington, D.C. Sept. 11-13, 2005
Corridors, Gateways& Economies **Winnipeg, Manitoba Oct. 16-18, 2005**
Ottawa, Ontario Apr.30-May 2, 2006
Speakers excerpts acknowledging CAN/AM BTA's leadership role

(William J. S. Elliott, National Security Advisor to the Prime Minister)
"The Can/Am Border Trade Alliance has a long history of high value in effecting US/Canada relations."

(Louis Ranger, Deputy Minister of Transport)
"The Can/Am Border Trade Alliance consistently makes important contributions to keeping the border open and efficient."

(Alain Jolicoeur, President, Canada Border Services Agency)
"Thanked the Can/Am Border Trade Alliance for its highly effective relationship with the Canadian Border Services Agency (CBSA)."

(John Dickson, Deputy Chief of Mission, United States Embassy)
"The Can/Am Border Trade Alliance truly represents the real workings at the Border. Its extensive practical concrete advice and counsel is impressive."

(Senator Jerry Grafstein, Co-Chair Canada/US Interparliamentary Group)
"The Can/Am Border Trade Alliance is the voice of common sense."

(Fred Lindsay, MLA, Alberta Policy Committee on Energy)
"The Canadian/American Border Trade Alliance plays an important role between our two nations ensuring a balanced approach to law enforcement and border cooperation to allow the orderly flow of goods, services and travelers."

CONFERENCE SPEAKERS AND THEIR MESSAGE

Hon. Jim Edwards, P.C., Chair, Board of Governors, University of Alberta
CAN/AM BTA Executive Board

Welcomed attendees on behalf of CAN/AM BTA. Highlighted its U.S./Canada transcontinental and bi-national focus and activities. The Border is at the core of integrated activities between our two nations. Cited the appointment of the very skilled Frank McKenna, former Premier of New Brunswick, as the new Canadian Ambassador to the U.S. who will be a powerful voice in Washington. Very able to rebut myths and inaccurate perceptions that arise.

Bob Frazier, CAN/AM BTA Executive Board Chair

Jim Edwards is joining the Can/Am BTA Senior Advisory Board. Thanked Jim for his service on the Executive Board. He has truly made a difference.

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CANADA/US COOPERATION ON SMART BORDER AND SECURITY

William J. S. Elliott, National Security Advisor to the Prime Minister

Reviewed the post 9/11 immediate response to the threat environment to date. Cited the \$1 billion in the 2005 budget for security bringing total for (2001-2005) to \$9.5 billion. Described the Governments restructured approach to National Security. Reviewed the “security circle of life” steps: **assess; evaluate; adapt; prevent and consequence management.** Described the expansion of the number of land ports now set up for NEXUS and FAST, the 23 Integrated Border Enforcement Teams (IBET’s) at 15 locations, 25% processing increase challenge at Windsor/Detroit - Sarnia/Port Huron and the Peace Bridge pilot framework intent for inspections on each others soil. In closing reiterated that “**stakeholder input is absolutely key.**”

LOGISTICS and BROKERAGE-CTPAT, ACI, BORDER, RELEASE OPTIONS

Mike Dahm, District Manager, A.N. Deringer, Inc.,
Chip Bown, Managing Director, FEDEX Trade Networks Trans.& Brokerage,
Larry Hahn, Director Regulatory Affairs, Livingston International, Inc.
Candi Sider, Director Customs and Trade Development , PBB Global Logistics
Donald Tardif, Director, Brokerage Product, UPS Supply Chain Solutions

It is of import to note that the 5 Firms represented on this panel process over 50% of all commercial transactions that cross the US/Canada Border in both directions.

Presented an extensive and knowledgeable description of the CTPAT new phases for the 3 elements of Physical Supply Chain, Internal Supply Chain Management and Business Partner Requirements. Issues covered included: Container Security Seals; Physical Area and Alarm Protections; Access Control/Background Checks for Employees and Visitors; Information Technology Protection; Training Awareness and Insuring that 3rd Parties (i.e. Manufacturers, Product Suppliers and Vendors) meet CTPAT requirements. Provided a full description of ACE scheduled releases till (2010), the Trade Support Network and Trade Ambassadors. Fully described the coming Canadian Automated Commercial Information (ACI) 100% pre-arrival Electronic Data Transmission System. Time-frame harmonized to U.S.: Marine 24 hrs 4/19/05; Air 4 hrs 12/5/05; Rail 2 hrs and Highway 1 hr (except FAST) estimated mid 2006+.

Cited the current Border Burdens: Trade Act 2002 – **substitute manifest; 100% classification; ultimate consignee; consolidated invoice = acrimony at the Border between Carriers and Brokers.** Reviewed Electronic Data Interface Release Options: FAST; PAPS; BRASS; CSA; ABI in-bond (QP/WP) and CAFES. “THE FUTURE IS NOW ARE YOU READY?” Clear descriptions, **focus is mandatory pre-arrival information on all shipments and security is everybody’s job.** The rules have changed! Key is to harmonize with the U.S.

TRANSPORTATION
STRATEGIC DIRECTION OF CANADIAN TRANSPORT POLICY
particularly as it applies to vital Trade Corridors and Border Crossings
with our American friends and neighbors.

Louis Ranger, Deputy Minister of Transport

Provided a very comprehensive overview of the modes, key initiatives, and legislative changes. Security / capacity at the Border are key as **“we must keep it open and efficient for low-risk goods / people and shut down to illegal activities and terrorism threats”**. Access is key. Rail security is developing with the involvement of the Railway Association of Canada. U.S. regulations become benchmarks for Canada. A truck crosses the Border every 3 seconds 24/7. Vancouver, Montreal and Halifax Ports handle 90% of Maritime containers. Toronto, Montreal and Halifax airports handle 70% of Air Cargo. Priority focuses are: Intermodal Systems for seamless transfers; technology developments; risk analysis; attention to stakeholder developments; gateway councils (Corridors and Gateways are essential to success). Marine security is a priority (utilizing air mode to track vessels with a threshold of 100 tons). \$300 million has just been provided for Port Security. Transport Canada is “out of day to day” operations of facilities. Described the Canada/U.S. Great Lakes study and the major repairs the Seaway needs. Seaway is only at 50% capacity. Short Sea shipping is arising.

Reviewed the Transportation Act changes particularly the segment on International Bridge and Tunnel governance, operations, maintenance, management and oversight of the 24 Bridges and Tunnels that connect the U.S. and Canada. Chronicled the major evaluations/studies/initiatives underway re: Border Congestion (projects at top 6 crossings matching funds \$600 million Border Infrastructure and \$65 million from Strategic Highway Funds), Border Impacts, U.S./Canada Bi-national Partnerships and Joint Working Groups. Described the Windsor/Detroit process, the effort to “single stream” the various environmental studies as well as the Schwartz Report recommendations.

PERIMETER CLEARANCE / NEXUS PLUS

Gerry Bruno, President and CEO, InterVistas Consulting Inc.
Solomon Wong, Director Security & Planning, InterVistas Consulting Inc.
Bruce Agnew, Director, Cascadia Project, Can/Am BTA Exec. Board

The state of the art Perimeter Clearance Strategy is a specific course of action for realizing a smart, seamless and secure border. The development of the strategy commenced in late 2000 - completed in early 2002 and shared with Decision Makers in Washington and Ottawa. The Perimeter Coalition is comprised of over 400 entities and organizations. Its vision is to strengthen security to beyond external borders and enhance the seamless movement of low-risk goods / people at the Canada/U.S. Border, at the Perimeter (first point of arrival into Canada or the U.S.) also at interior entry points. This strategy **“does not eliminate”** the

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Canada/U.S. Border, nor create a Customs Union nor require full harmonization of Visas, Immigration and Import rules between Canada and the U.S. Reviewed Traffic Streaming and government initiatives showing that the strategy is well along into implementation as such elements are integral parts of the Smart Border 32 Point Plan. Provided an enlightening insight into Key Issues that need to be dealt with and included Perimeter Clearance Strategy recommendations.

NEXUS PLUS Cascadia Region is a proposed pilot to combine the current low-risk separate traveler programs (NEXUS LAND, CANPASS, INSPASS) adding NEXUS AIR, NEXUS CRUISE, NEXUS FERRY, NEXUS RAIL into a single designated low-risk traveler system with multiple biometrics and a single NEXUS card. The Seattle / Vancouver / Victoria triangle incorporates 8 major modal Entry/Exit points: Vancouver Int. Airport / Port of Vancouver / Vehicle Land Border Ports / Victoria Ferries / Amtrak Cascades / Alaska Cruise Ships / Port of Seattle and SEA-TAC Airport. Seaplane service carries 60,000 passengers/yearly. The NEXUS PLUS benefits: increased security; joint expedited US/Canada low-risk process; greater inspection efficiency with lower costs; reduction in delays / queues. This is an essential initiative in preparation for the Olympics in Whistler. Funding for the pilot has been supported. The formal request is in process.

THE AMERICAN PERSPECTIVE

John Dickson, Deputy Chief of Mission, United States Embassy

Provided a very insightful view. In Border cooperation “there is no daylight between U.S. and Canada.” Canada/U.S. relationship is number one in the world. In other areas we have legitimate points of difference but we must keep them in proper perspective. The Border is the reference point. If technology is a problem we fix it. If staff is needed we shift to meet the need. The threat is real. Law enforcement cooperation is superb. NORAD is a great successful model. The U.S. and Canada are interconnected as is our prosperity.

Discussed the new Security and Prosperity Partnership (SPP). The Security portion is aimed to expand Smart Borders and the Prosperity portion to propel North America to a higher level. We need to participate and champion this process to succeed.

CANADA-UNITED STATES SMART BORDER DISCUSSION
SECURITY AND PROSPERITY PARTNERSHIP IN NORTH AMERICA

Sara Wiebe, Policy Analyst, Privy Council Office, Borders Task Force

Smart Border Initiative has constant effective activity, 5 reports issued, solid support from stakeholders “Can/Am BTA has been a key”, SBI is a model for the world on cooperation. Most importantly significant progress has been made. The depth and dedication of individuals in work groups from both sides is serious, sincere and effective. Security and Facilitation are mutually dependent.

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Provided excellent insight into the Security and Prosperity Partnership (SPP). Three countries can talk while two countries can act. The **3 key areas** in Security are: **secure from external threats; prevent and respond to threats within North America and further streamline the secure movement of low-risk traffic across our shared Border.** The contact for Security ideas and suggestions in Canada is the Borders Task Force in the Privy Council Office.

CANADA BORDER SERVICES AGENCY (CBSA)

Alain Jolicoeur, President, Canada Border Services Agency

“Organization and Future Direction of Canada Border Services Agency”

Provided excellent insight. CBSA is being transformed into a Science and Technology organization. The Mission is to facilitate and insure security. Enhancing targeting and screening risk management capability. By getting information pre-arrival and using risk management algorithms known low-risk is extracted (facilitated through the Border) thus others are able to be scrutinized. CBSA is developing a world class laboratory and thru bi-lateral agreement acts jointly with the U.S. on science and technology (for instance submarines now used to check vessel hulls below water line). Discussed the World Customs Organization (WCO) Security Framework to be voted on in June, 2005.

Interactive Dialogue Session with queries and issues from the audience

Rachelle May, Director, Systems Operations Division, CBSA

Caron Wilson, Manager, Prog. & Policy, CBSA, - FAST

Mark Cluthe, Director Travellers Program Des. & Dev., - NEXUS

Layne Noble, Director, Commercial Program Div. ,CBSA, - ACI

Conducted an innovative 2 hour “Interactive Session” with Conference attendees. Rules for the session were that all problems, issues, concerns, ideas, recommendations articulated to the panel were noted. The panel was not expected to answer “all items” posed but did respond wherever possible or appropriate.

FAST and NEXUS enrollment “locations” sparse and not user-friendly located. Benefits of the FAST and NEXUS programs not delivered yet. Wait in line behind others who are not in program on approach before they get to dedicated lanes. NEXUS cards not able to be used outside of issuing port area. Multiple cards being issued for each program **Need one card for “all modes”** the individual is approved for. Need to add NEXUS cruise, rail, ferry, bus. Enrollment is low in NEXUS. It would help if marketed with application forms handed out at PILs.

Responses: NEXUS land cards will be useable at all ports with NEXUS 7/31/05 (universal data base); Urban enrollment centers to open in Seattle and Vancouver 6/30/05; Vancouver Air pilot is evaluating Iris scan and when proven will be universal at airports. Plan is modes added to NEXUS will use same NEXUS card.

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Can/Am BTA has recommended that combination NEXUS lanes be installed at most Ports with adjustable signage to allow 24/7 operation at the lane that is always open at each respective Port. This objective was acknowledged. Input from attendees reiterated strongly the need for a major NEXUS cooperative Marketing Effort, insuring access to booths, officers providing applications to those in regular lines, consideration for removing the fee. When critical mass is achieved inspection efficiency and security will substantially increase. NEXUS needs to be seriously marketed in cooperation with both Governments and private stakeholders. The Western Hemisphere Exemption Removal in the Intelligence Bill will have an immense impact on increasing NEXUS enrollment by Jan.1, 2008.

A FAST lane is desired at Stanstead/Derby Line. The Question asked: what is threshold of truck volume to merit a FAST lane? Discussion did not result in an answer. CBSA was requested to review, consult and respond with a definitive answer.

ACI is needed for pre-arrival info into Canada. It has been delayed. What is outlook?

Responses: ACI Air to be operational 12/5/05; ACI Rail and Highway expected mid 2006.

A huge cost and delay factor at the Border is the failure to have a single provision for input of data “for all” Government Departments. Currently there is little coordination or cooperation.

Responses: A single reporting mechanism and requirements for Other Government Departments (OGDs) is being worked on (shipper, broker, carrier all info).

Follow-up to the response – This should be an early deliverable and go with those that are ready. Do not wait for the laggard OGDs. Further, very serious analysis by a high level objective responsibility should be made to determine if some/most OGD Review could be done off-border (prior to or post crossing of the Border).

CSA participation from very few companies. Stakeholders offered the reason: CBSA originally pledged to use the existing business system of a company if their audit showed a proper paper-trail was present. Subsequently, CBSA imposed a system that requires a company to change its own system “at very high cost” so companies are “not” becoming CSA. Original intent should be reviewed and reactivated.

In transit-movements need to be added to FAST. (10% of trucks at the Blue Water are In-transit). This recommendation is part of the 25% challenge.

Response: In-transit is being added to FAST by Canada. A date certain was requested.

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CANADA/UNITED STATES RELATIONS

Hon. Marlene Jennings, P.C., M.P.

Parliamentary Secretary to the Prime Minister, Canada-U.S. Relations

Presented a most enlightening array and dialogue of elements that reflect the interconnectedness of the U.S. and Canada. 2.4 billion telephone calls per year. 15.3 million air-passenger trips. 630,000 Americans live in Canada. 40% of U.S./Canada Trade is intra-firm. Shared slides of North-South Highways, Land Ports-of-Entry, Railway lines, the Electricity Grid, Natural Gas Pipelines, Oil Pipelines, connected Eco-systems, shared Major Drainage Basins and Sub-National Regional Bi-National Cooperation.

Described a number of new Canada Federal concepts focused on Canada-U.S. relations and cooperation including the new Consul and Mission locations. Reviewed current challenges including: lumber; wheat; swine; Great Lakes clean Air and water; Devils Lake; Infectious Disease; Pandemics; Food Safety; and new Security Measures at the Border.

Overview of Initiatives, Sector/Industry Input, Status of Smart Regulations

Phil Ventura, Assistant Secretary to Cabinet, Canada-U.S. Secretariat

Presented Smart Regulations as the way forward with great insight. Trade and Investment with the U.S. is fundamental to Canada. The Smart Border Process is very successful and has become a way of doing business between the U.S./Canada. It is a pragmatic approach with a problem / challenge focus and operates at speed. We do not have the luxury of time so have tight timelines. This approach cannot be a "one off agenda" so we will add, adjust and complete individual items. Regulatory Issues – fix onerous ones, "**Get rid of differences that make no difference.**" Protocols for new regulations share with each other as developed. Sectoral cooperation: Transport; Energy; Financial Services; E-Commerce; Rules of Origin (\$20 billion of Trade adjusted last year with plan to do another \$20 billion this year); Harmonize Tariff Rates. Improve ability to temporarily move business travelers.

BIO TERRORISM FOOD INITIATIVES

Paul Haddow, Exec. Director International, Canadian Food Inspection Agency
"Biosecurity in the North American Context"

Provided essential and critically important understanding of this activity. Unintended disruption is a concern. CFIA / FDA having joint discussions. The final rule will be drafted in July. Looking to have flexibility of Prior Notice Rules while achieving the intended objective.

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Discussed the Security and Prosperity Partnership initiative relative to Ag and food regulatory systems. The North American Bio-Protection strategy is to detect, assess and respond. On animal and plant matters, develop regional response to manage risk rather than Border closings. In advance, develop Standard Operating Procedures, so no need to put situations in the political arena. Insure laboratory cooperation and coordinate Ag Bio-Technology development with processes to assess for independent decisions.

OIL SANDS and ENERGY OVERVIEW

Fred Lindsay, MLA, Alberta Policy Committee On Energy

This extremely interesting and insightful presentation was greatly appreciated. About 90% of Alberta's exports go to the U.S. 21 U.S. states are in Alberta's 25 top trading partners. The U.S. is the source of 60% of foreign investment and tourism in Alberta. Alberta is the size of Texas with a population of Connecticut. In Alberta there is almost 300,000 km of oil and gas pipelines, most interconnected in what is known as "the Alberta Hub" shipping more than 7 billion cubic feet of natural gas per day to U.S. markets (2.6 trillion cubic feet to the U.S. per year). Alberta produces petrochemicals whose shipments exceed \$7 billion annually.

The Oil Sands at Fort McMurray contain 175 billion barrels of recoverable reserves (3 1/2 times the total proven reserves of the U.S. and Mexico combined.) In addition, there is another 136 billion barrels that will be recoverable as technology is developed. The oil deposits are nearly the size of Florida with current production about 1 million barrels a day (35% of Canada's total crude output). Approximately \$45 billion of investment is planned for the Oil Sands that will bring daily production to 3 million barrels day, within the next few years.

Alberta takes a very responsible leadership role in the energy arena, focusing on recovery of natural gas from its coalbeds (coalbed methane estimated to contain the potential of 500 trillion cubic feet of natural gas).

SUMMARY REMARKS

**Pat Whalen, Can/Am BTA Executive Board
International Business Dev. Manager, Speed Transportation**

Can/Am Border Trade Alliance has an agenda that makes a difference. We must remain on guard and active so we do not lose momentum. The key is to be involved. We are in position to be sought out and able to provide counsel.

Perceptively stated small business is the backbone of our economies and foundation of both countries. Border crossing is getting too complex for many small businesses. This trend must be recognized (for big business also). Can not afford to kill the entrepreneurial spirit. Appreciate all participants' attendance. Thanked our speakers and sponsors for making this Conference a great success!

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**TRADE CORRIDOR-BORDER GATEWAYS
and BI-NATIONAL REGIONAL ECONOMIES**

OPENING REMARKS (building on November Chicago Conference)

Garry Douglas, Plattsburgh, New York, Co-chair

Provided an in depth overview of the afternoons agenda, including speakers participation in the initial part of the meeting and the discussion and action segment to follow.

CORRIDOR INFRASTRUCTURE and PLANNING – The Canadian Perspective

Greg Dandewich, Winnipeg, Manitoba, Co-chair - Introduction

Insightful view of good things happening on integration. However, economic competition from EU and Asia require the U.S. and Canada to collectively increase their competitiveness. **The 49th parallel hurts that.** We need to partner across the Border. **We plan to provide an effective routine working linkage that has been missing to-date.**

TRANSPORT CANADA

Isabelle Trepanier, Co-chair
Canada-U.S. Joint Transportation Border Working Group

Provided meaningful overview of the Joint Working Group including its Border Needs Compendium, Border Info Flow Architecture, Trade and Traffic Data and Future Directions Sub-committees.

INFRASTRUCTURE CANADA

Samantha Tattersall, Acting Senior Director, Policy and Priorities

Provided an excellent detailed update with charts and numbers on the Border Infrastructure Fund.

U.S. TRANSPORTATION & CORRIDOR FUNDING

Bruce Agnew, Seattle, Washington, Co-chair

Provided a current side by side comparison of the Corridors and Gateways Administration, U.S. House and Senate versions. Expects a Bill to pass this session. Freight is projected to increase 70% by 2020 and travel by 44%.

PARLIAMENT: A BORDER AND CORRIDOR FOCUS

Jim Phillips, Co-chair - Introduction

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CANADA-U.S. INTER-PARLIAMENTARY GROUP –

Senator Jerry Grafstein. Co-Chair

Gave a rousing insightful presentation entitled “Advance or Retreat – Blocking the Growth of North America’s Biggest Business – Losing the Economic War of Productivity and Competitiveness (All focused on the current impact of the Canada/U.S. Shared Border, its constraints and costly impacts. In Summary “We must treat the Border as a national emergency and get the job done.”

Greg Thompson, M.P., Co-Chair

Very meaningful view of how Canada and the U.S. must act “as one” on border issues with frank and honest discussion. **Today’s problems do not need yesterday’s solutions.** Negativity has cost us. We must pursue a non-partisan approach. Can/Am BTA has a key consistent role with a culture working for the best solution.

ALL PARTY BORDER CAUCUS

**Brian Masse M.P., Co-Chair and
Russ Hiebert, M.P., Co-Chair**

Provided enlightening vision of the initiative to provide the eyes and ears view of the border by the members of Parliament who represent the border constituencies. Reiterated the importance and impact of the Border on both countries’ economies and the importance of infrastructure to meet needs.

DISCUSSION and ACTION

Garry Douglas, Co-chair

An interactive discussion based upon the draft organizational outline resulted in:

Unanimous agreement on the formation of a CAN/AM CORRIDOR, GATEWAY and REGIONAL BI-NATIONAL ECONOMIES COUNCIL within Can/Am BTA. A Canadian and American representative will be appointed from each entity forming an informal structure to get things done;

Additional steering committee members to be appointed to supplement the existing co-chairs Garry Douglas, Greg Dandewich, Bruce Agnew and Jim Phillips;

A communication and best practice sharing process to be initiated;

A Conference / Work Session scheduled in Winnipeg, Manitoba Oct. 16-18, 2005

Jim Phillips, President & CEO, Can/Am BTA

Closing Remarks - Good decisions, good company - we will succeed!

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**CAN/AM BTA THANKS THE SPEAKERS and PARTICIPANTS FOR MAKING
THIS A MOST EFFECTIVE AND SUCCESSFUL CONFERENCE**

Jim Phillips, President & CEO