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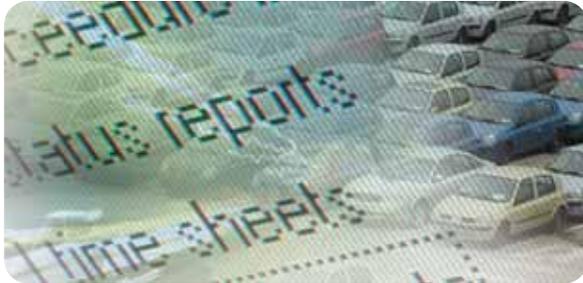


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POF in 2005, the Price of Gas, and Forrest the Wonderdog

I have been visiting manufacturers of both on-street and off-street parking-control equipment and have found them to be a most optimistic bunch. Having come off a great fourth quarter in 2004, they are projecting 2005 to be a very good year for their breed.

To add to that optimism, check out an article in this month's *PT* on pay-on-foot. The technology that has taken so long to be accepted in the U.S. is definitely now on the front lines. Jeff Miller, an Ampco System Parking District Manager, reports that in his L.A. area alone (half of Southern California) 18 pay-on-foot systems are either ordered, being installed or in the process of being ordered. If you extrapolate that out to the rest of the commercial operators and spread it across the country, POF is due for a banner year.

In addition, *PT* did a quick survey to find if gas price increases had affected parking activity. You can get the details elsewhere in this issue. However, many of those reporting said that not only had their business NOT been affected, but their traffic was up considerably over a year ago.

You might want to consider these tidbits simply anecdotal evidence of an industry taking off. However, my experience is that when you sample folks in the Northwest, the Southwest, the Plains states and the Northeast, and all of the people you talk to are optimistic, there must be some validity to your opinion.

Speaking of gas prices -- *PT's* survey did bring a comment from Donna Hultine at the University of Kansas. She picked up a list of how much things cost by the gallon. It makes gasoline sound pretty cheap. Particularly when you consider what one has to go through to take it out of the earth, bring it to a refinery, crack the molecules and reformulate it into gasoline, and get it to the customer. Compare that with designer water. The list is elsewhere in this month's *PT*.

Donna, whose source has been around the Internet for a while, notes that the next time you're at the pump, be glad your car doesn't run on water, Scope, Wite-Out or, God forbid, Pepto Bismol or Nyquil.

I attended the T2 Systems users conference in San Diego in November. What an incredible meeting. Mike Simmons and his crew did a fantastic job. Take note, parking vendors. We need more of this from you in our industry.

The four-day event was training, familiarization, new product introduction and fun. Simmons' wife, Liz, who is president of her training and motivation company, added team-building and innovation to the event. The attendees won't forget that conference anytime soon.

Plus, Mike gets his customers to pay to attend. (And it's worth every penny.)

To set the record straight, correspondent John "Yur magazine is grate" Clancy notes that he worked for Apcoa from 1986 to 1996. He said he just looks and feels as if he had been doing it since the 1970s. Since 1996, he has been creating motion-control, point-of-sale and Web-based systems for the restaurant, transportation and, most recently, online banking industries.

My travels in November took me to Canada. I met with equipment and software manufacturers in Vancouver and Calgary. Vancouver has a "pocket" of parking companies, including Digital Payment Technologies, Lexis, Epic Data, Dominion Self Park and Verrus.



I was taken with the morning I spent with Neil Podmore at Verrus. The pay-by-cell phone company has an open-space office in downtown Vancouver. It's like entering a friend's living room, with sofas and coffee tables inviting the visitor

to become immediately comfortable. As seen in the picture nearby, one unique member of the company's staff is Forrest, who welcomes newcomers and, if asked, will even bring over his favorite toy for inspection and a possible tug or two. You can figure out which one is Neil.

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John Dent announces the founding of **Parking Productions**, which specializes in valet parking and front-door services for luxury high-rise residences, country clubs, special events, and corporate and medical centers. Joined by industry veterans **Bernard Francis**, **Steven Dent**, **Olu Okunola** and **Grace Dent**, the Parking Productions team brings more than 75 years of combined management experience to this specialized field. The New Jersey-based company serves the New York, New Jersey, Connecticut and Philadelphia areas.

Mark Clouse has been named Contract Compliance Manager of the Airport Division of **Central Parking**, reporting to Vice President **Stephen McCormick**. Clouse has more than 20 years' experience in parking, and most recently served as District Manager in Charlotte, NC. Also, **Eric Loudin** was named General Manager for parking operations at **Washington Dulles International Airport**, where Columbia Parking Associates -- a partnership between Central Parking System of Virginia and AutoPark Inc. -- began a multi-year contract to operate parking and shuttle services on Nov. 1. Loudin previously was General Manager of parking at **Toronto Pearson International Airport**. Succeeding him at Pearson is **Michael Felice**, whom Central Parking promoted from Operations Manager. Also at Pearson, **Jorge Gonzalez** was promoted to Operations Manager and will report to Felice. Gonzalez joined Ideal Parking at the commencement of the Pearson contract in 2003 in the position of Security Manager. He has 20 years of operations experience at the airport.

Central, and its affiliate **USA Parking** also announced that it has renewed valet services contracts with three major Marriott Hotels in south Florida, The Ft Lauderdale Marina Marriott, The Harbor Beach Marriott Resort, and the Biscayne Bay Marriott.

Walter P. Moore has announced that **Tarek A. Ayoubi, P.E.**, **Dilip Choudhuri, P.E.**, **Michael E. Duval**,

P.E., LEED AP, Eric C. Green, P.E., Gabriel A. Jiminez-Lopez, Ph.D., P.E., Andrew P. Sullivan, P.E., Dennis R. Tow, P.E., LEED AP, and Kurtis A. Young, P.E., LEED AP, have been named Principals of the firm.

Celebrating its 75th anniversary in 2006, Walter P. Moore provides a broad range of engineering and consulting services to public- and private-sector clients from an expanding network of regional offices. Consistently recognized for engineering excellence and among the "best places to work" in the nation, the firm is ranked No. 15 by *Building Design & Construction* among U.S. engineers; and No. 15 among U.S. design firms specializing in sports facilities, and No. 20 by those specializing in hotels and convention centers by *Engineering News-Record*.

Chicago consultant, developer and raconteur **John Hammerschlag** has launched a new Web site. Check it out at www.hammerschlagparking.com. He claims to be giving away "trade secrets."

Carl Walker, a national parking consulting firm with regional offices throughout the United States, has appointed **A.J. Gillum, P.E.**, as Restoration Manager for the firm's northeast region. Gillum has an extensive background in the evaluation and restoration of precast, post-tensioned and conventionally reinforced concrete parking structures, sports facilities and building facades.

The company also announced that **Alfred J. Klag Jr., P.E.**, has joined the firm as Northeast Regional Manager and **Robert G. Tracy, P.E.**, as Chief Engineer for Restoration Consulting. Klag will be responsible for ensuring that the goals of each project are accomplished through coordination with the owner and the project team and by maintaining the project design budget and schedule. Tracy will provide technical support and program development expertise for the firm's restoration services, which focus on solving parking structure, building and plaza repair, and maintenance problems.

The Wichita (KS) City Council has approved a new \$150-million airport terminal at Mid-Continent Air-

port. **HNTB Architecture**, which prepared the Terminal Area Plan, has been selected to design the new two-level terminal and concourse building of 240,000 square feet. The facility will have 10 gates, all equipped to accommodate both commercial aircraft and regional jets, with an option to increase to 12 gates in the future. The design also includes public parking for 2,100 cars, plus parking for rental vehicles and for employees. The project scope includes related apron improvements, roadways and

site improvements.

Metric Parking has added to more countries to its growing export achievements In 2004. The newcomers are Spain and Tanzania which have ordered Metric's S2 pay-and-display machines -- with Spain choosing hard wired power, while the machines going into Tanzania will be solar-powered.

"These are both new major overseas contracts for Metric," said Mike

Continued on Page 12

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INDUSTRY NOTES

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Hewitt, export sales manager. "While the requirements of the two countries are different, they will still be looking for full support and backup to ensure that the S2 machines fulfil their needs."

WPS Parking Systems is celebrating its 10th year in business in North America. WPS opened its North American headquarters in Mississauga, Ontario, Canada, in August 1994. Derek Kiley, president of WPS North America, helped build the operation from two employees in 1994 to 27 in 2004. WPS Parking Systems, founded in 1985, has its worldwide headquarters in Eindhoven, the Netherlands. The corporation is owned by Imtech, a publicly traded technology company. WPS is a leader in the manufacture and sale of automated parking systems in 14 countries across four continents.

Thomas J. D'Arcy has been elected the 2005 chairman of the Chicago-based Precast/Prestressed Concrete Institute. The founder and president of the **Consulting Engineers Group** of San Antonio, TX, served on the board during the past year as Director for Research and Development. He succeeds Fred W. Heldenfels IV, President of Heldenfels Enterprises, of San Marco, TX, who continues on the board of directors as immediate past chairman.

At its eighth annual Tech 50 Awards Ceremony, the

Pittsburgh Technology Council recognized **Industrial Scientific Corp.** as one of southwestern Pennsylvania's top 10 companies for achievements in advanced manufacturing. The council honors the region's leading technology-oriented companies, selecting the top 50 fastest-growing and most innovative companies competing in five categories.

Privately held **High Concrete Structures**, the nation's top producer of precast parking garages, a leading precast innovator, and operator of the largest single-site precasting operation of its kind in the U.S., has acquired employee-owned Concrete Technology of Springboro, OH, a premier Midwest architectural precast producer. The two companies will operate as divisions of the newly formed High Concrete Group to become one of the nation's largest structural and architectural precasters. Together, High Concrete Group's five plants will serve five of the nation's top 10 largest metropolitan areas; employ more than 700 workers, of whom more than 60 will be engaged in research, development and engineering; and have sales revenues between \$100 million and \$200 million.

Tighe & Bond recently promoted several employees. **John N. McClellan, Ph.D., P.E.**, and **Rebecca L. Sherer, P.E.**, have been promoted to Senior Project Engineer and invited to join the firm's Stock Ownership Program. **Kenneth J. Gendron** has advanced to Senior Hydrogeologist. **Adam K. Lomartire** also was invited to join the firm's Stock Ownership Program.

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Central Parking's Eads Named U of L Alumni Fellows Honoree

Emanuel J. Eads, President and Chief Operating Officer of Central Parking Corp., has been named a 2004 Alumni Fellows Honoree by the Board of Trustees at the University of Louisville. The Fellows honors are awarded annually to U of L alumni who have achieved prominence in their professional fields and are distinguished in their service to the university and the community.

Eads was nominated by the College of Business and Public Affairs and was unanimously approved by the Board of Trustees. He earned a bachelor of science degree in commerce from the University of Louisville in 1980 and is a graduate of the Wharton School's Advanced Management Program.

He joined Central Parking in 1974 and served as Senior Vice President from 1984 to 1998, during which period he launched the company's international expansion and stadium/arena development. In 1998, he

was named Executive Vice President, and in October 2001 became President of Business Development Operations, concentrating on airports, national parks, on-street parking, branding, advertising, technology and national accounts. He was promoted to President and Chief Operating Officer in May 2003.

Kaye Beechum Closes KSB Services

Kaye Beechum has decided to close her consulting firm, KSB Services. The former head of parking enforcement for the City of Los Angeles has spent her consulting career working with cities and universities. She specialized in on-street enforcement and in training enforcement officers.

The hallmark of her firm's success has been an uncompromising commitment to the client's need for personalized and professional services completed in a timely and cost-effective manner.

KSB Services was quite successful until just recently. Beechum told Parking Today that the downturn in the economy had seriously affected her company. While parking is a major issue in most large cities and universities, parking enforcement continues to be a low priority in today's tight budgets.

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Pay-on-Foot: A Parking Evolution

By John Van Horn

“We have had an evolution in pay-on-foot and automation in general over the past few years, and it’s been all to the good.” That’s how Jeff Miller, District Manager for Ampco System Parking in Los Angeles, sums up his experience with the technology. “It’s not coming; it’s here.”

Miller, who supervises the Ampco Systems’s locations from Santa Barbara to Long Beach, told Parking Today that he currently has 18 to 20 customers who are either installing, ordering or considering POF -- plus, he has half a dozen such systems online. Five years ago, that number was zero.

“The technology has come a long way in the past decade,” Miller says. “When the first pof system was installed in Los Angeles in the mid 80s, it didn’t take credit cards and gave change in Susan B. Anthony dollars. Someone would put in a 20 and get back 17 Susan

‘Someone would put in a \$20 bill and get back 17 Susan B’s. Not good.’

B’s. Not good. Plus, even into the early 90s, the systems were unreliable. We didn’t see POF again until the late ’90s. The manufacturers just didn’t have the experience with the U.S. market, and the machines weren’t up to par.”

But things have changed. According to Miller, many reputable companies now provide POF equipment. When he went out to bid at Bank of America Plaza in downtown L.A., he had six on his bid list.

“We interviewed, involved our customer, and finally settled on a supplier,” Miller says. When asked the reasons for his selection, he smiles and shrugs. “There were a number of factors, but in the end, cost always makes a difference.”

His experience has been that a main factor in owners’ reluctance to purchase

POF has been the “seemingly” reduction in service. “They think that if you take the cashier out of the lanes, you have less service. What they are finding out is that the reverse is true.”



Ampco System District Manager Jeff Miller and one of the Pay on Foot Machines at Bank of America Plaza.