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In Baltimore - 2005

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Thunderstorms, Trade Shows, and One Snappy Dresser

Don’t worry, Mike. I’ll make it to Tulsa before long -- maybe in the fall, AFTER thunderstorm season.

My travels in July took me to Baltimore and DC. For those who haven’t heard, we are joining with the Dutch organizers of Intertraffic North America and taking the show to Baltimore in late September 2005. Check out the article in this month’s PT. We hope to make the biennial event the largest and most complete in North America. (Note, the proofreader didn’t make a mistake -- the word biannual means twice a year and biennial means every other year. Look it up.)

While in DC, my chauffeur and Conference Coordinator Dawn Newman and I dropped in on an old friend, Jim Milioti, VP and COO at PMI. Jim and I have known each other longer than either of us likes to admit, and it’s always fun to chat for a few minutes. He told me that he reads PT religiously, particularly, he says, my takeoff on Raymond Chandler and, “you know, that article written by the dog.”

Jim and I argued a bit about just how well senior managers in large parking operations can keep an eye on “all those locations.” I said it’s really impossible, made more difficult by the fact that good people are so hard to find in the industry. When you do find them, they are promoted, and the individual locations become training grounds for new staff.

“You know, that article written by the dog,” he said. I believe he did it then, and still does.

Finally, the pilot told us we were going to land. With a collective sigh of relief, the plane sat down at 6 p.m. One minor problem: We were in Oklahoma City. We were told that rather than clearing, the weather was worse in Tulsa. I didn’t see myself driving the 100 miles in Tornado Alley, so it was overnight in Oklahoma City and then back to L.A.

At the IPI show, Mike came by the booth and apologized. I couldn’t figure out why he thought it was his problem, unless he somehow controlled the weather gods. However, I quickly discovered that that was his way. He is a very nice guy. And from what I could see, a successful one.
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Tom Rollo has been named Senior Executive Vice President/Parking Division at Skidata USA. He was appointed to the position in late June. Rollo comes to the company after senior positions with Federal APD and Scheidt Bachmann.

Ampco System Parking has been awarded a multi-year, multimillion-dollar contract with Layton-Belling & Associates. Ampco will provide parking management for the 142,000-square-foot, nine-story office building at 500 N. Central in Glendale, CA. It is owned and managed by Layton-Belling.

Central Parking System has announced that Jerry Skillet will return to the company in his former position of Regional Manager for Los Angeles. He will oversee business development in Los Angeles, Orange County and San Diego. The region covers a portfolio encompassing 140 locations and approximately 35,700 spaces.

Delta Scientific, a manufacturer of counter-terrorist vehicle control systems used in the United States and internationally, announced the grand opening of its new $8 million, 125,000-square-foot manufacturing facility in Palmdale, CA. Official opening ceremonies were held June 29 -- Delta’s 30-year anniversary.

Preferred Parking Service has won the Charlotte...
(NC) Chamber of Commerce 2004 Blue Diamond Award for the best use of information technology that makes life easier for its clients. Starting from scratch, working with Blue Sky Technologies, Preferred Parking set out to find an easier way for clients to sign up for, pay for and receive a parking permit. “This product was created from nothing,” said Dee Means, the chamber’s vice president of information technology. “It is truly remarkable.”

**FutureLogic Inc.,** a manufacturer of thermal printers, has promoted **John Hilbert** to Director of Electronic Systems Development. In this expanded new role, he is responsible for all of FutureLogic’s electronic systems, including electrical, electronic, software and firmware development. Hilbert joined the company in 2002. Previously, he was the Principal Software Engineer for Seiko’s Micro Printer division, joining the company with 29 years of systems development experience in the medical industry.

**Finfrock Design-Manufacture-Construct** has signed a contract with Whiting-Tumer Contracting to act as Architect/Engineer of Record and precast concrete manufacturer and erector for a 1,042-space parking garage in support of the new Medical Arts Building at Aventura Medical Center in Aventura, Fl. The developer, The Greenfield Group, expects completion of the parking garage in the first quarter of 2005. The company has also signed a contract with Vestcor, developer and general contractor for the Carlington (formerly the Roosevelt Hotel) in downtown Jacksonville, FL. Finfrock will serve as Architect/Engineer of Record as well as precast concrete manufacturer and erector. The structure will accommodate 238 spaces.

**Central Parking Corp.** has announced that its European affiliate, Central Parking System of the UK, has been awarded a five-year on-street contract with Wandsworth Borough Council in southwest London. Under the management agreement taking effect in September, Central Parking will provide enforcement for all controlled parking zones within the densely populated borough. Services include uniformed attendants patrolling parking zones and bays. The agreement is the 16th and the largest on-street operation Central Parking has signed in the UK. Wandsworth Borough is one of London’s largest, covering 13 square miles and having a population of more than 260,000.

The **Consulting Engineers Group (CEG)** has opened a new office in Lake Mary, Fl (a suburb of Orlando). **Christopher Ray,** P.E., heads the office. He has led projects on several parking and other structures. He is joined by Mark Kraft, who has extensive experience on precast prestressed structures. The new office will enable CEG to better serve its clients in the Southeastern United States. The office address is 801 International Parkway, 5th Floor, Lake Mary, FL 32746. The phone number is (407) 562-1968. The company also announced the addition of **Dave Peterson,**
The Parking Industry Exhibition will be joining Intertraffic in its first North American Parking and Transportation Trade Exhibition to be held Sept. 27-29, 2005, in Baltimore. Intertraffic now combines parking and traffic/transportation exhibits every other year in Amsterdam; it had announced its arrival to the continent in April.

“A considerable amount of angst was expressed at the exhibitors meeting at PIE 2004 in Chicago concerning the intrusion of Intertraffic as a trade show into the North American Marketplace in 2005,” said John Van Horn, Bricepac President. “The concern was that those in the parking marketplace would be forced to exhibit at still another trade show (making a total of five) come next year. Bricepac, the organizers of PIE and owner of Parking Today, took this step to avoid a fifth show by holding PIE in conjunction with Intertraffic.”

Intertraffic is owned by the RAI, a large organizer of trade fairs worldwide. It has five Intertraffic shows: in The Netherlands, Turkey, Mexico, Singapore and, North America. Amsterdam is by far and away the largest event, with over 25,000 attendees and 800 exhibitors. The others are newer, and smaller; however, it should be noted that the event in Mexico in 2003 brought in 120 exhibitors and 3,000 attendees.

Sandra Watson, head of the Parking Industry Exhibition, said that “we are excited about the possibility of bringing in PIE as a part of the 2005 event. We will have our own parking pavilion located within the exhibit hall (all parking exhibits will be in the same area). We expect more than 120 exhibitors in the parking area. Plus, there will be a special “consultant’s section.” There will be at least that many exhibitors in the Traffic and Transportation area as well.

As of this writing, six parking “Founder’s Circle” exhibitors have signed up for the event. Parking exhibitors in the Circle -- which commits them to a minimum of a 20x20-foot booth -- are Traf-Park, SkiData, Federal APD, Duncan, Parkeon and Zeag. In addition, all companies that had signed up for the PIE conference that was to be held in April (more than 50 so far) have been offered the new location with no increase in price. According to Watson, this is an unprecedented response more that 15 months before the event.

Supporting the “Traffic” portion of the event will be the American Road and Transportation Builders Association. The ARTBA is a trade organization with 5,000 members representing traffic and transportation construction nationwide. They are headquartered in Washington, DC.

The Conference of Parking Management and Technology, held annually at PIE, will be expanded to attract even more in the parking industry to the event. Plus, ARTBA is holding a multi-track Traffic and Transportation conference and seminar that will include safety and security, traffic and parking interfacing, as well as traffic and transportation planning, construction and design.

“Here is an opportunity to begin the interface of parking and transportation,” Watson said. “High-level planners from all areas of air transportation, government, municipalities, rapid transit and education, as well as the private sector, will be attracted by these two major events.”

In addition, U.S. and Canadian parking organizations have been invited to participate in the event. They are expected to conduct meetings and training sessions, and to sponsor networking unique to their groups.

The RAI planners had expected 200 exhibits and 3,000 attendees in Baltimore. “That in itself would make this the largest event of its type in the U.S. However, with the inclusion of PIE and our conference, the attendance expectations are even higher,” Watson said. “We currently project a Parking attendance of 1,200 or more (not including exhibitors), making this the largest Parking event in North America. That doesn’t include more than 2,000 Traffic and Transportation managers, planners, engineers and designers. This is going to be ‘a really big show’.”

“We were looking into the North American market, and based on requests from our European customers, felt this would be a good move,” said Sebas van den Ende, Product Manager Intertraffic. “However, we needed a suit-