



Take Control of Your Parking Facility

Complete parking hardware and software solutions allowing you to manage and control your parking facility more efficiently.



Left to Right:

AGP-1700
Entrance/Exit
Barrier Gate

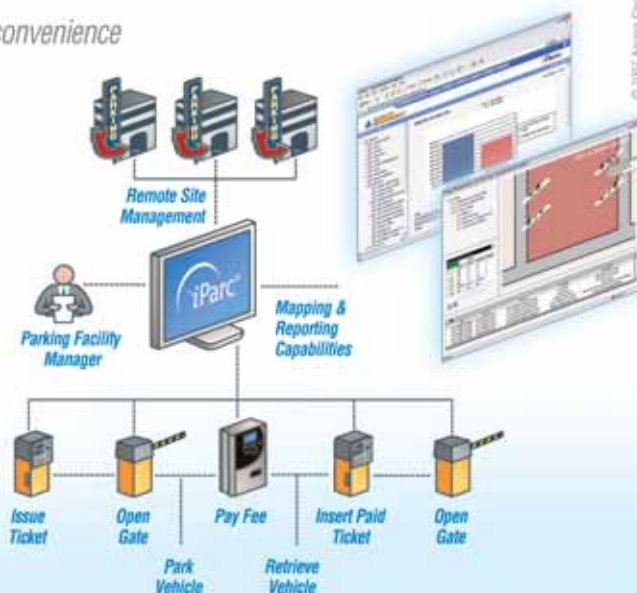
AGP-2000
Entry Station

AGP-7800
Pay-on-Foot
Pay Station

Key Benefits:

- Pay-on-foot pay station delivers customer convenience
- Pay-in-lane pay station enables automation
- Revenue and Access Control Gates
- Web-based facility management software
- Over 40 years of industry expertise in parking solutions
- Over 8,000 installations throughout the U.S.

For more information call:
(800) 526-2559 x1182
www.amano.com/parkingtoday



London Removes Meters in Favor of Pay-by-Cellphone

“I felt this was parking history in the making. They were removing parking meters and not replacing them.”

Verrus Vice President Neil Podmore was describing the event last December when 400 single-head meters in London's Westminster borough were removed and switched to pay-by-cellphone only.

“There was a real sense that this was the beginning of the end for mechanical meters,” Podmore said. “It was a sea change.”

“We've seen cities offering pay-by-cellphone technology as a payment option alongside pay-and-display/space or single-space meters,” he said. “But Westminster took that one small step for man, one big step for parking! If you want to park in these spaces, you must pay by cellphone.”

The system covers more than 2,000 parking spaces in the Soho and Kings Cross area of Central London. About 1,600 other spaces give parkers a choice of cellphone or pay-and-display.

The change came about as on-street pricing in the British capital was reaching \$10 an hour and the city was losing more than \$40,000 a week taken from meters that were simply torn out of the ground, loaded onto the backs of SUVs and driven away.

The conversion in many cities takes place as meters installed more than 2 decades ago are needing replacement. The decision must be made whether to pay \$10,000 or \$15,000 for a P-and-D machine or go with the much less expensive cellphone technology.



Alastair Gilchrist, head of parking for Westminster, places his boot on one of the meters replaced in December by the pay-by-cellphone system.

The U.K. cities of Birmingham, Salisbury, Cheltenham, Oxford and York are using the technology, with the latter having a special twist. York charges a different rate for low-emission vehicles, and parkers using a cellphone can indicate they are driving such vehicles and are charged a different rate. Enforcement officers are notified as to the type of vehicle so they can verify the charges are correct.

The company also has installed the system at the Chicago Metra park-and-ride stations, following Impark's takeover of the management of these lots. The cost of parking is only \$1 a day, but as of this writing, 10% of the charges are being handled by the technology. It makes a lot of sense when you're running to catch the train and can't make it to the slot box.

National Car Parks in the U.K. has installed the system in the rail parking lots throughout the U.K. rail system. These are used as an alternative to the existing pay-

and-display machines as are at most installations in the U.K. and North America.

The pay-by-cellphone system is just breaking into the U.S., with the Florida cities of West Palm Beach and Coral Gables leading the way. Municipalities are motivated to look to this technology for a number of reasons, one of which being the low cost to implement. Depending on the vendor, the cost to the city can be almost nil, with the expense being borne by the parker. In other cases, vendors receive a transaction fee or a percentage of the monies taken.

PT

Central Parking To Be Acquired By Equity Firms

Central Parking Corporation in late February announced that it has entered into an agreement and plan of merger with KCPC Holdings, Inc., a company formed by affiliates of Kohlberg & Company, LLC, Lubert-Adler, L.P., and Chrysalis Capital Partners, L.P.

Under the terms of the merger agreement, Central Parking's shareholders will receive \$22.53 per share in cash, representing a premium of approximately 30.8% over Central Parking's closing share price on November 27, 2006, the day before the Company announced that it had engaged The Blackstone Group L.P. to assist it in evaluating strategic alternatives.

Central Parking Corporation's Board of Directors, after the unanimous recommendation of a Special Committee composed of independent directors, has approved the merger agreement and also will recommend approval by Central Parking's shareholders.


Monroe J. Carell, Executive Chairman and founder of the Company, his family and related entities, who are collectively the largest shareholder of Central Parking, have entered into voting

agreements to vote in favor of the merger agreement unless the merger agreement is terminated or materially amended.

Kohlberg & Company, L.L.C. (together with its affiliates, "Kohlberg") is a leading U.S. private equity firm with offices in Mt. Kisco, New York and Palo Alto, California. Since its inception in 1987, Kohlberg has completed over 90 platform and add-on acquisitions as the control investor in a variety of industries, including infrastructure, manufacturing, healthcare, consumer products and service industries.

Chrysalis Capital Partners, L.P. is a private equity firm managing \$300 million of committed capital and focused on control investments in special situations involving middle-market companies in a wide variety of industries across the United States.

Lubert-Adler Partners, L.P. is a real estate private equity firm headquartered in Philadelphia with offices in New York, Los Angeles, London, Atlanta, and Baltimore. Lubert-Adler was founded in 1997 and has raised over \$4 billion of equity across five funds and has invested in over \$20 billion of real estate assets.



Our solutions look great in the parking garage **and the boardroom.**

We never forget the business end of parking. In the boardroom, a parking garage looks only as good as its P&L. Scheidt & Bachmann solutions are not only technologically attractive, but they're built for profit. We build efficient and state-of-the-art solutions designed to cut expenses and enhance earnings. When you step into the boardroom, you're going in with a company who doesn't forget a parking solution is built on the bottom line. Call 781-272-1664 or visit www.scheidt-bachmann.com.



SCHEIDT&BACHMANN 

© 2006 Scheidt & Bachmann GmbH. All rights reserved.

Wireless: The Next Frontier of Revenue Control

BY RICHARD A. RICH

Over the past 15 years, the parking industry has experienced many technological advances. From the development of pay-on-foot technologies to the creation of advanced revenue control software tools, parking structures can be managed more efficiently and effectively than ever.

Today, we are in the midst of another exciting breakthrough: the wireless revolution. Wireless tools have become so entrenched in our day-to-day lives that we often take them for granted.

The parking industry is starting to benefit from breakthroughs in wireless technologies, particularly in the area of revenue control. Of course, technology has played an important role in revenue control for many years.

In the 1990s, a number of software products were introduced to streamline operations, minimize employee theft, provide scalability for expanding structures, and improve customer service. When they were introduced, these tools permitted parking owners and operators, for the first time, to constantly monitor how their facilities were being utilized.

They allowed parking owners to measure how many parkers were using their facilities each day, when peak and low usage hours occurred, and how long the average parking stay was. In addition to collecting this vital information, revenue control technologies could send it to a central location for tabulation and review. These tools have played such a vital role in parking management that they have become standard features of parking facilities.

Today, however, wireless technologies are being introduced that make revenue control and parking management even more efficient and cost-effective. When used properly, they promise to provide enormous advantages to parking owners and operators.

Wireless Vs. Wired Revenue Control

For many of us, life without wireless communication tools would be unthinkable. Few of us could get through our work days without a cellphone; we would accomplish far less if we were tethered to a desk. Similarly, many of us have switched from desktop computers to laptops because of the flexibility they provide.

Parking management can benefit from wireless technologies in many of the same ways. These tools can provide a level of flexibility and cost-effectiveness that is unattainable with traditional tools.

Cost savings can be particularly pronounced when wireless revenue control tools are used in the development of new parking facilities. Traditional revenue control technologies require fiber-optic or copper-wired cables to communicate with one another, with central computers and with credit card companies. These systems can be expensive to install, particularly in existing structures if you have to dig through existing foundations to lay the wire, and then pour concrete over the wiring. Repairing buried lines can be a nightmare for the same reasons.

While copper wiring can be installed anywhere, it presents limitations because of the slow rate at which it transfers information. This can represent a significant operational liability.

Fiber-optic cable is much faster. However, it can't be used over large areas without being linked to repeaters. This limitation significantly increases the cost of fiber-optic technology, which is much more expensive than copper.

Because of these limitations, parking owners are faced with making a choice between cost and efficiency when installing wired revenue control tools. Unfortunately, in most cases, neither can be considered a perfect choice.

Wireless technologies, on the other hand, have the potential to eliminate many of these challenges. The primary advantage is that



Everything in the lane can be converted to wireless. Many revenue control companies' products can be converted by a system integrator to wireless. Check with your manufacturer to be certain.

Security features are designed to prevent the information that's being transmitted from being stolen.

Continued on Page 22

THE ONLY 12V BARRIER ARM SOLAR SOLUTION



For more than 25 years, Apollo has designed and built the toughest and most reliable gate operators. Our new AGO-BA12 barrier arm is just as strong and dependable. The AGO-BA12 is rechargeable by either solar or AC power, so there's no need for wires or back-up batteries. Apollo does solar right – that's why we're the number one source for a full line of solar powered gate operators.

All Apollo products are made in the U.S.A, and our customer service department is staffed entirely by skilled technicians. So it makes sense to choose Apollo. We provide security you can depend on.

Visit www.apollogate.com for a free catalog and to locate the nearest distributor.

AGO-BA12

- Wireless
- Solar
- Stand-alone
- Runs on 12 volts DC
- Operates arms up to 12 feet in length
- Replacement arms are low cost and easy to change
- Continuous operation
- Battery (not included) rechargeable with solar or electrical battery chargers
- Cover is key lock secured
- All internal steel parts are zined
- Cover and pedestal are powder coated
- Smooth mechanical soft start and stop operation
- Two-year warranty

www.apollogate.com

12902 Delivery Drive · San Antonio, Texas 78247
800-226-0178

Wireless: The Next Frontier of Revenue Control

from Page 20

wireless has far fewer physical constraints. Since you don't have to bury wires or cables, wireless tools can be installed in new and existing structures. And while there are limits to how far information can travel wirelessly, it is relatively simple to install additional antennas if data must be transferred more than a couple of miles.

Wireless tools also can provide a much more cost-effective link between collection booths and parking management equipment that monitors gated entries and exits. Wireless technologies also permit constant communication within the structure between revenue control operations and parking staff carrying handheld parking control equipment.

Of course, no tool is perfect, and wireless revenue control is no different. The greatest disadvantage is that wireless technologies require open sightlines to operate properly. While this isn't generally a problem within a structure, if information needs to be shared between structures or between a facility and an off-site central computer, additional antennas may be

required to ensure that transmissions aren't impeded by other buildings or by hilly terrain.

Security also can be a challenge. At a time when identity theft is practically an epidemic, it is essential to make sure that any wireless equipment includes the most up-to-date encryption tools. Fortunately, the wireless tools being offered by reputable parking technology providers include security features designed to prevent the information that's being transmitted from being stolen.

We are really just at the beginning of the wireless revolution in parking. In the coming years, many new wireless tools will be developed to make parking management even more efficient and cost-effective. Nonetheless, the tools that are



This is a type of device that can be used in wireless conversion.

available now can provide enormous benefits when properly utilized.

Richard A. Rich is Director of Parking Planning Services for Rich and Associates. The firm can be found on the Web at www.richassoc.com.

PT

ParkingPermit123.com

1898

In the past year
over 1,000
customers have run
their operations with
14,000,000
permits and stickers

from 

Weldon, Williams & Lick, Inc.
Meeting Your Custom Security Printing Needs Since 1898.
P.O. Box 168 • FORT SMITH, ARK. 72902-0168
479/783-4113 • 800-242-4995 • FAX 479/783-7050
sales@wwlinc.com

Potential Wireless Equipment:

Virtually any type of parking data sent to a central computer can be transferred over wireless networks. These are most useful when it isn't feasible to use copper or fiber optics because the distances the information has to travel are too great, or when there isn't direct access between the parking area and the data collection point.

Most parking technology manufacturers have yet to jump on the wireless bandwagon, offering only wired solutions. However, a system integrator can incorporate wireless technologies into the equipment they are installing. Most types of revenue control or parking access equipment can be wireless, including:

- Card readers
- Fee computers
- Exit verifiers
- Cashier booths
- Credit card acceptors
- Central cashier stations
- Automatic vehicle identification
- Parking meters
- Communication between pieces of equipment
- Enforcement handhelds
- Payment of parking by cell phone
- Reservation for on-street spaces



The Quality of our Products is what makes the difference to you, our customer. Parkman is what you have been looking for, for all your parking needs.



Need Something New for Your On-off Parking

New Slim P&D Model from MISCO

The new slim model is a highly sophisticated replacement for the traditional parking meter.

The new MISCO slim model incorporates all of MISCO's experience in the field of Parking Control Systems since 1995.

Included are all the features of "Pay and Display" and "Pay by Space".

- Sleek Aesthetic Design
- Easy to use and maintain
- Flexible & Smart Functionality
- Highly Sophisticated Parking Meter
- Reinforced High Security Multi-Point Locking System
- Large LCD Display Screen
- Networking(RS485/CDMA/GSM/GPRS/SMS)
- Option to give Change
- Solar * Mains * Battery
- Unlimited Network Capabilities
- Multi Payment Options
- Back Office System with Real Time Monitoring
- Easy Front Door Access
- Strong Adjustable Solar Panel
- Optional License Plate Number on Ticket



Original Legend OS



■ Customers in the States for P&D, please contact Federal APD, our exclusive distributor.

www.misco21.com



New Model

Product Line for Off-Street



www.misco21.com E-mail : o-sales@misco21.com
 Tel : +82 2 3663 6161 Fax : +82 2 3664 4611
 Address : #1004, Gayang Techno Town, Gayang 3dong, Gangseo-gu, Seoul, Korea

System Data Show Half of Me

BY JOHN VAN HORN

The Port of San Francisco has a unique situation. They receive money from on-street meters and have a cap on the money they receive from enforcement efforts. Therefore, their goal is compliance.

How to get the people who park in the 1,000 on-street spaces they control to pay for the time they park?

The Port is currently in the middle of a study that combines the use of on-street monitoring with research into the use of multi-space and pay-and-display/space meters in about a fifth of its inventory. The goal, according to Tina Olson, Finance Director for the Port, is to determine the type of equipment they are going to buy, and to gain data about the parking and pay habits of their customers.

“We are finding that compliance varies from block to block,” Olson told **PT**. “For instance, we get higher compliance in front of Gap headquarters than in an area down the street that is

populated with shops and restaurants. We theorize that this is because business people visiting the Gap tend to pay the full amount of their parking fees, while visitors and tourists may only just put in the amount of change they have in their pockets. Business people tend to use credit cards far more frequently.”

The Port is getting its data from a system installed by Streetline Networks. The monitoring system uses devices that look like the reflectors you see between lanes. They contain a sensor and a transmitting device that enable the device to sense when a car arrives and leaves. These data are transmitted to a central processing system that correlates it and provides actual occupancy data.

“We are able to acquire data that [are] virtually impossible to get any other way,” says Streetline CEO Tod Dykstra. “We can provide the Port with information as to exactly how long a vehicle is in a space and how much money ‘should’ have been collected from that space. We can then compare that amount with the money that was actually collected and know which spaces overstayed and by how much.”



Sensors are surface mounted and look like the reflectors one sees dividing lanes on the highway.

The payment information can be accurate down to the space when pay-by-space equipment is used, and is averaged over the collection period for single-space meters.

“With the pay-by-space units, we know when a space was paid and how much time was purchased,” Olson says. “We can compare that with the actual occupancy of that space and know precisely which spaces were overstayed. With the Port’s existing single-space meters, [those data aren’t] collected. We know an average of how much money was collected from a series of meters over a collection period.

In either case, the data collected by the system are important to Olson and her staff.

“We can begin to sort through what geography, time of day and even type of parker bring to bear on why people pay or don’t pay,” says Olson, “and then we can decide the best way to

help our customers to come into compliance.”

The information collected by the system has another use. It can give enforcement agencies a leg-up on parkers. If the data show that a particular block face has a large number of parkers who overstay or don’t pay at all at certain times on certain days, enforcement can be directed toward those areas at those times.

The system uses a “mesh network” for communications. Each device talks to the device next to it, and, much like a bucket brigade, data are passed from device to device until reaching a point where the information can be picked up by a larger network and transmitted back to the central computer for correlation and storage.

“Our technology has its roots in DARPA research on low-power sensor networking,” says Dykstra. “We’ve developed it into real-world applications for parking management. Since these are machines talking to machines, a few seconds’ delay in getting the information back is perfectly acceptable. The radios are only on and transmitting when they have something to transmit. This means that the batteries that power the sensors have a

Meter Income Goes Uncollected

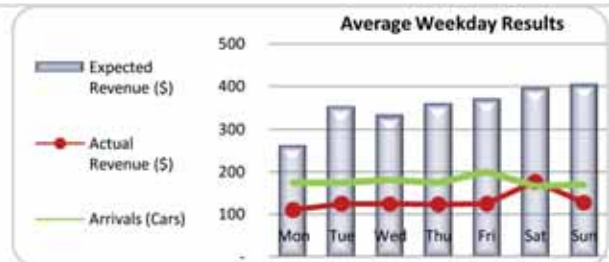
City and County of San Francisco
Port of San Francisco



100 Jefferson, ODD Side

Total Monitored Spaces	15
Start of Study	1-Dec-06
End of Study	31-Dec-06
Total Parking Sessions	5,481
Expected Revenue*	\$ 11,023
Actual Revenue	\$ 4,059

* Expected Revenue = occupancy during metered hours X \$3/hr (PS) or \$2/hr (SSM)



Meter Type : PS Vendor : Digital PT

The report shows that the expected revenue based on the actual arrival and departure times of the vehicles is about half of the revenue actually collected.

	Baseline (Avg Month)	Dec-06	Jan-07	Feb-07	Study (Avg Month)
Total Available Hours	11,040	11,160			11,160
Total Occupied Hours	5,956	5,435			5,435
Total Available Metered Hours	5,520	5,400			5,400
Total Occupied Metered Hours	3,917	3,674			3,674
Total Paid Hours	2,026	1,219			1,219
Total Meter Revenue	\$ 4,052	\$ 4,059			\$ 4,059
% of Metered Hours Occupied	71%	68%			68%
% of Occupied Metered Hours Paid	52%	33%			33%
Total Revenue per Available Metered Hour	\$ 0.73	\$ 0.75			\$ 0.75
Average Revenue per Hour of Usage	\$ 1.03	\$ 1.10			\$ 1.10
Average Charge per Paid Hour	\$ 2.00	\$ 3.33			\$ 3.33

This type of report will give the Port extensive data on its actual current parking situation and compare it to a base line month. This shows data from only the first month of the study.

much longer life [five to 10 years]. The data sent [are] much like that sent to a pager [fast bursts of small amounts of data].”

The technology behind the system has been peer-reviewed and, according to Dykstra, is solid. “When you use this type of system, you don’t have to upgrade or replace the existing meters. Our goal is to collect data and compare [that information] with the data from existing meters so you get a length of stay vs. amount paid. We can interface with the meters, if necessary.”

San Francisco is currently looking into why so little money is being collected from its meters. Less than half of the potential money that could be collected is finding its way into city coffers.

Olson says it’s a mystery, but handicapped permits may have something to do with it.

“There are twice as many handicapped parking permits

issued in San Francisco as there are meters,” she says. “And disabled people park for free.”

As shown on the graph nearby, the amount of money collected in virtually all areas surveyed is half the amount that should have been collected based on the amount of time vehicles spent in the space.

“We think that increasing the different ways people can pay, including credit cards, will increase compliance,” Olson says. “However, we are still in

the midst of our research. We will have more data in the upcoming months and will make decisions based on that data.”

Tina Olson can be reached at tina.olson@sfport.com, and Tod Dykstra at tod@streetlinenetworks.com.

PT

Letters

Writer Thinks Editor is Knucklehead....

Editor, *Parking Today*:

I take very strong exception to your lead article in the January edition of **Parking Today** with the subheadline "That's Personal Computer, you knuckleheads.:"

Granted, the banner heading is "Point of View," so I must assume that the contents of that page do not reflect the attitude of the entire staff of **Parking Today**.

The condescending tone set by your very generously pointing out to your readers what PC stands for indicates to me that your opinion is [that] most people in the parking industry are little better than hewers of wood and drawers of water.

I have been 30-plus years within the parking industry in Canada and across the United States and elsewhere. The people I have been associated with during that time

have always struck me as professional, conscientious and forward-thinking.

Perhaps evaluation of **Parking Today** readership's learning curve should be left to others in your organization.

Regards,

Brian Clark
Senior Regional Manager
JJ MacKay

Brian:

I take your point. However, as you may or may not be aware, the entire media today, both U.S. and Canadian, are full of the term "PC" and its reference is entirely different from "personal computer."

I have no doubt that our readers know both definitions, but based on much that I have written in the past, they may have taken the reference to mean something social, not technical. I fully agree with your description of the professionals in our industry, and it's because of their literacy that I felt it important to be clear in my usage of the term.

Oh, and I take "knucklehead" as a term of endearment, as I think do most, as its usually accompanied with a chuckle and for kids, a hand mussing the hair.

Thanks for reading and all the best.

JVH

This One Doesn't

Editor, *Parking Today*:

I just read your article "That Infamous Solution in Search of a Problem". Thank you for expressing the ongoing cries of the parking operator! We are constantly explaining this exact thing to our Landowners, our Hotel General Managers and to our guests! I agree that I have never had a problem of finding a place to park. It may not be close, and it may not be cheap, but it's there! Which makes it all the more difficult when I try to put myself in "their shoes" when they complain.

I loved the line from the NBC guy who translated your comment of not having cheap parking into not having ANY parking! Classic!

I am a parking operator for a hotel, office tower and convention center with just under 500 spaces. On the days we run out of parking, it's my fault. And on the days I sit empty and don't make any money, it's my fault. I'm sorry...I wasn't at the construction meeting in 1973 when they decided to only provide 500 parking spaces for thousands of potential guests!!!

Thank you very much for putting my thoughts into words! Now if we could make every American read your article, life would be swell!

Denise Moschak, Facilities Manager
Network Parking Liberty Center
Philadelphia, PA

PT

The construction is soon to be completed on the parking deck portion of the Children's Healthcare of Atlanta, Scottish Rite Campus Expansion. The deck is 200,890 SF with four levels, 395 spaces, five elevators, four general stairwells, two large 13-percent grade ramps and two underground pedestrian tunnels. It completely encompasses a Central Energy Plant and a 2.5 story truck dock and holds the hospital's new Emergency Department and Surgery additions on top. The deck was built by R.J.

Griffin and Co. and was designed by HKS Architects, Dallas, TX, to not only increase parking capacity but to also provide ADA compliant access for the hospital campus and connect the hospital's existing medical office building and existing parking deck to the hospital facility.



Penn State University Hosts World Parking Symposium

The Canadian Parking Foundation is pleased to announce that the sixth biannual World Parking Symposium will be held June 24-27 at Penn State University, State College, PA.

The symposium is an opportunity to meet in a discussion forum with urban transportation colleagues from around the world. Presentation notes, discussion papers, published documents, and other materials from previous symposia in Canada, the United Kingdom and Germany are available in the World Parking Symposium's "Virtual Library."

For more information, log on to www.worldparkingsymposium.ca.



You won't need these if you use C/S Expansion Joints

Introducing Zip Block.™

When expansion joint covers in parking garages fail, owners have to close sections or the whole garage to get them replaced. But, Construction Specialties' new Zip Block Expansion Joint Seals are designed to last. Because of its one-piece design with integral



nosing, Zip Block can withstand constant wheeled impact without cracking or separating like seals embedded in elastomeric concrete. With ZB there are no loose or missing seals, no garage closings and no lost revenue. Call C/S at **1-(888)-621-3344** or visit us at **www.c-sgroup.com/parking**.

C/S Expansion Joint Systems

S.F. Meter Revenue Below Expectations

According to the San Francisco Chronicle, the city's supervisors expressed shock over a report that parking meters are pulling in just a fraction of the revenue that might be expected in a city where competition for space to tuck away one's car can be cut-throat.

"There's something seriously wrong here," said Supervisor Jake McGoldrick, who called for the hearing. "We've got to get an analysis. We've got to understand what's going on here. It's beyond credulity."

McGoldrick was responding to a report from Board of Supervisors Budget Analyst Harvey Rose that shows San Francisco's roughly 23,000 meters collect on average between \$2.61 and \$5.59 a day.

Surprisingly, the lowest collection rates were recorded in the core of downtown San Francisco, where drivers run the gantlet to find a legal parking space and where meters cost as much as \$3 an hour.

Over the past three years, the city has collected \$77.6 million in parking meter revenue, well below the \$83.5 million originally forecast. But officials at the Municipal Transportation Agency, which oversees meter collections, said the numbers are significantly higher than in 2002, when the city collected \$12 million.

Muni spokesman Judson True said that antiquated, broken meters were to blame for the lower amount five years ago. Since then, San Francisco has invested in thousands of digital meters, which have proved to be more reliable.

Speaking to the supervisors' Budget and Finance Committee, True said disabled parking placards, yellow loading zones, parking reserved for construction and motorcycles, and a shortage of parking enforcement officers are all factors for the low meter collection rates.

Parking Today has learned that San Francisco has issued twice as many disabled parking placards than the city has parking meters.

**Parking Today
reaches over 25,000
Parking Professionals
Each Month.**

**YOU'VE TRIED THE REST
NOW TRY
THE
BEST**

NI
NAGELS NORTH AMERICA
the global parking specialists

nagels

**TICKETS FROM NAGELS WHERE QUALITY
COMES FIRST!**

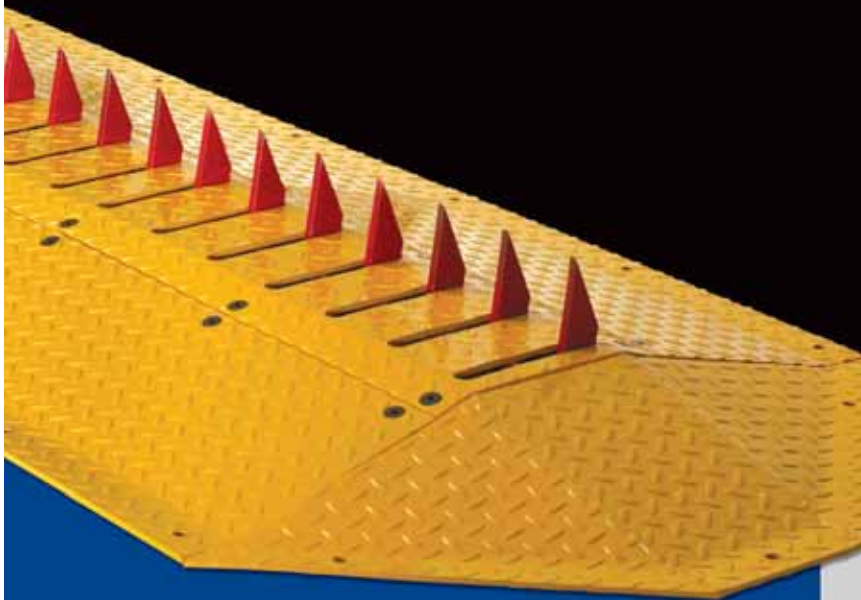
APPROVED BY MANY OF THE MAJOR EQUIPMENT SUPPLIERS

LEARN ALL ABOUT OUR PRODUCTS AT WWW.NAGELS-NA.COM, OR CALL US AT
WEST COAST OFFICE (650) 378-1277 • EAST COAST OFFICE (617) 207-1146
info@nagels-na.com



access control solutions

Traffic Control Surface Mount Spikes



DKS traffic control products are ideal for enforcing traffic direction and speed through controlled entry and exit points.

- Installs easily without trenching
- Modular system can accommodate any traffic lane width
- Spikes available in 3 foot sections
- End Cap provides a smooth end to the spike section
- Spikes are spring loaded
- Acts as a built-in speed bump
- Lock down allows for temporary two-way traffic
- Optional warning sign **MUST** be used with installation of all traffic spikes

Bundle this with our access control product line and you have a complete parking control solution for all your needs – from one company – DoorKing.

Call today and let us show you how we can be of service.

"DoorKing products have been the best performing and most reliable products we have used. Their tech support and customer service continue to be the best in the business."

Andy Duncombe
Technician, Alenco Fence & Lumber
Medford, NJ



Modular Surface Spikes system



Automated System

Designing and Manufacturing a full line of product since 1948



Warning Signs



Flush Mounted

120 Glasgow Avenue, Inglewood, CA 90301 U.S.A.
T: 310-645-0023 1-800-826-7493 F: 310-641-1586
E-mail: info@doorking.com www.doorking.com



Member: AFA, DASMA, IDA, NOMMA, SIA, SSA

ACCESS CONTROL SOLUTIONS
for over fifty years

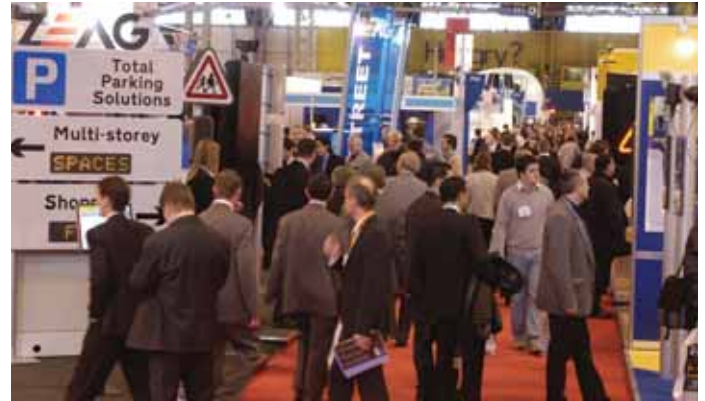
Parkex, Traffex Combine for Largest Parking Show on Earth

Now firmly established as the “must attend” event for the Parking community, Parkex International has grown to become the largest parking Exhibition & Conference in the UK and Europe and is considered the most effective place to meet the UK and Europe's leading suppliers of parking technology, products and services.

Over 100 exhibiting companies from the parking industry in the UK, Europe and around the world take part, with many companies choosing Parkex International as the launch pad for their latest products and services. That group, added to over 400 transportation and infrastructure exhibitors at the collocated Traffex make the three day event a must.

The 23rd edition of Parkex/Traffex will once again take place at the National Exhibition Centre in Birmingham from the 17th to the 19th of April. Firmly established as the international meeting place for everyone involved in the design, management and maintenance of traffic and highway infrastructure, it is the essential event for industry professionals to attend.

Traffex is an exclusive opportunity to meet the entire industry under one roof. In a single visit you will be able to obtain expert advice, research and compare the very latest products and services from world-class companies. Traffex exhibitors represent the global traffic engineering, road safety, parking and highway maintenance industry from the UK, Europe, the USA and across the world. See it first at Traffex. A visit to Traffex is the perfect opportunity to meet the entire traffic and transportation industry all under one roof. In a single visit you will be able to obtain expert



advice, research and compare the very latest products and services from world-class companies.

The last Traffex in 2005 attracted exhibitors from over 30 Countries many using Traffex as the launch pad for their latest products and services. The Combined Traffex, Parkex and EWx External Works exhibition, represent the global traffic engineering, road safety, parking and highway maintenance industries from the UK, Europe, the USA and across the world. The combined event brings together over 500 exhibiting companies so whether you are from a local, authority, central government, a car park operator, emergency service, transport operator or contractor—if you are in the parking or traffic industry then a visit to Parkex/Traffex is a must.



The World of Concrete trade event, arguably the largest in the construction industry, was held in January at the Las Vegas convention center. More than 60,000 people attended the event, which had more than 1,000 exhibits over four days. Of particular interest to those in the parking industry were exhibits on concrete sealing, water proofing and repair. The massive show covered all four halls of the convention center plus had exhibits and a “construction rodeo” in the parking lot.

Customers carry Cash. Shouldn't you have a secure way to accept it?



Cash acceptance is one of the most important parts of your Parking Revenue Collection or Ticket Vending application – and no company takes a more innovative look and handling and validating cash than Crane.

By combining NRI's industry-leading Coin Mech with state-of-the-art Bill Validator and Bill Recycling technology from CashCode, we've drawn on 50 years of history to create the payment solution of the future.

At Crane, Parking operators can find a complete range of products and systems to help operators improve their profitability, productivity and customer satisfaction by delivering proven currency validation solutions that work.



CashCode Bill-to-Bill™ Currency Management System precisely validates, recycles, dispenses, bundles cash and breaks bills for change — all in one consolidated unit.



CashCode SM is the flexible choice for on street fare collection. Also available with low power consumption sleep mode. Perfect for solar applications.



CashCode FL is the robust and secure choice for indoor or outdoor off-street applications providing low maintenance and high reliability.



NRI G-40 offers the highest degree of coin measuring parameters to ensure fast, reliable acceptance in all parking environments.

transportation@cashcode.com 1 800 584 2633

www.cashcode.com

CRANE

CashCode

Sell/Lease Your Garage and

“We are at the awareness stage. Cities, transit authorities, parking authorities, universities, airports, hospitals – all are curious. They have a problem, this is a possible solution.”

Rick West, former Kinney Parking VP and CEO of Avistar, sold his company to Macquarie Bank and stayed with it to lead the acquisition activities of the firm. He is heading the panel on infrastructure acquisition at Park Across America, to be held in April.

“The basic problem is that garages built 30 or 40 years ago now need substantial repair and upgrading, and most cities don’t have the capital to do it. They see these assets as severe problems, West said. The city of Chicago, for instance, solved the problem by leasing the asset on a long-term basis, with the requirement that the lessor return the garages in pristine condition.

It was a “win-win, he said. The city received a substantial up front payment, and the private sector could use its capital

sources and business acumen to turn the facilities into profitable ventures.”

“When I was at the IQPC U.S. Infrastructure Investing Summit in October (2006), pension funds, state DOTs, Moody’s, investment banks, the city of Chicago, debt banks, legal and accounting firms and others were in attendance. But most questions were very basic, such as (i) what is infrastructure (asset types or asset characteristics); (ii) who are the players, (iii) how do you initiate a public-private-partnership and (iv) what is important to all sides to generate a win-win transaction and sustainable relationship?”

These and other questions suggested that most attendees are new to the infrastructure topic and need a “connect the dots” education and road map to follow. The goal of the Park Across America Infrastructure panel is to provide the “how to” and “where do I get help” answers so all attendees can get up to speed. This concept is in its infancy, West continues. We know of a number of instances where it has already happened. Chicago has leased or sold its Skyway, its parking garages, and is looking at Midway Airport. Indiana has leased its tollway, and

“They have a problem, this is a solution.”

PANEL DISCUSSION = Infrastructure Panel

Introduction & Overview of Infrastructure Market (Rick West)

- What is infrastructure?
- Update on where parking & transportation infrastructure stands in 2007
- Introduction of presenters & panel format

Representing the Sell Side (Thomas Lanctot – William Blair & Company)

- Why sell or lease public infrastructure?
- Political and community dialog as part of the process
- Valuing your infrastructure asset: How to enhance & what are realistic expectations?
- Where does the process start?
- Opportunities for cities, transit authorities, institutions of all sizes

Buy-Side Perspective (Duncan Murdoch, Macquarie)

- Key terms that positively or negatively impact the value of your infrastructure sale

- Acquire existing infrastructure
- Developing new infrastructure

City of Chicago Case Study (co-presenters Alan Lazowski of Laz Parking and a representative from Morgan Stanley)

- Overview of city of Chicago: post winning
- Ongoing relationship / standards of operation
- Successful transition (staff, public & city)
- Role of the private parking company in an infrastructure transaction
- Capital program: garage renovations

Summary and Q&A (Rick West)

- Overview of how the pieces fit.
- Start the dialog in your city, authority or institution.
- General Q&A.