

# AVIATIONWEEK'S Airports

The weekly guide to the business of airport management



July 11, 2006

Volume 24, No. 27

## ! Intelligence

### Washington National and Orlando

International became the latest airports to add cell-phone parking lots. The 34-space National lot, which opened July 5, is located next to a roadway that carries traffic from the front of Terminals B and C. Orlando's airport authority has approved building a 100-space lot on part of the existing Red Satellite Lot, located south of the main terminal building. The airport will spend \$250,000 to build the lot, which is expected to open by the Thanksgiving holiday week.

**Air Canada's Jazz** will begin daily nonstop service between Calgary and Palm Springs Dec. 15, using a two-class Bombardier CRJ705 regional jet. The airline joins WestJet, which flies seasonally four times a week with a Boeing 737.

**Marriott** has joined Hyatt and Hilton hotels in offering lobby computer stations that allow guests to check in to their airline flights and print out their boarding passes before leaving for the airport. The new service will be available at all Marriott and Renaissance hotels in the U. S. and Canada.

**Deadline** for entries for ACI-NA's 2006 Excellence in Marketing and Communications Contest is Friday, July 14. Categories include publications, special events, advertising, special productions, technology and the Peggy C. Hereford Award for overall creativity and excellence. For further information, contact Pam Shepherd at 202-293-4532.

[www.AviationWeek.com/awin](http://www.AviationWeek.com/awin)

The McGraw-Hill Companies

## TSA, Phoenix Fight Over Cost Of New Bag-Screening System

Phoenix Sky Harbor and the Transportation Security Administration are wrangling over who will pay for cost overruns on a project to build the airport's new in-line baggage screening system.

The original estimated cost for the in-line baggage screening system was \$122 million, with the TSA set to pay 75%, or \$91.5 million, and the City of Phoenix 25%, or \$30.5 million, Assistant Aviation Director Carl Newman said. The cost has since risen to \$143 million, he added.

"The new system will incorporate the screening of checked luggage into the baggage conveyor system. Currently, screening occurs in the terminal lobbies and on the airport curbs. The machines take up a lot of space and the process is inefficient," he said. "This new system will move those baggage screening machines behind the scenes, increasing the efficiency of checked luggage screening and making the check-in process seamless for customers. The system will also free up TSA employees who currently spend hours loading checked luggage into screening machines."

The department is building seven new baggage conveyor areas in the three existing terminals at Sky Harbor, Newman said. "These systems will combine with existing baggage conveyors. In order to house the additional equipment, we had to construct new buildings at all three terminals," Newman said.

The department is negotiating with TSA over who will make up the cost difference, Newman said. "Construction of the in-line baggage screening system began in October of 2005 and is projected to be completed by late 2007," he said. "We are in the very early stages of discussions with the TSA. We don't have a timeline yet for a resolution."

TSA is limited in the amount of funding it can provide to specific airports through the letter-of-intent (LOI) process per congressional appropriation, said spokesman Nico Melendez. "TSA is committed to the LOI amount originally agreed to, and will continue to work with Congress and airports to address cost overruns," he said.

## Airports Focus On Luring Local Vendors To Showcase Regions

Airports across North America are trying to attract more local food and retail concessions as a way to boost non-aviation revenue and enrich passenger experiences of their regions.

Local vendors enhance the image of an airport, said **Ann Ferraguto, co-founder and principal at AirProjects Inc.**, a retail development consultancy based in Alexandria, Va., that has worked with airports worldwide. "Local vendors create a sense of place and make a statement for the community and region," she explained. "For business travelers, it's also a chance to bring back something local if you didn't get to see the city."

Travelers want to experience local brands, Ferraguto said. "They see the same brands available everywhere. When you're in Philadelphia, you want a cheese steak. When you're in Boston, you want seafood," she said. "Airports

*Continued on Page 2*

 **Staff**

**Editorial**

1200 G Street N.W. • Suite 900  
Washington, D.C. 20005  
www.AviationWeek.com/awin

**Editorial:**

Tel 202-383-2015 • Fax 202-383-2438  
E-mail Airports@AviationNow.com

**Circulation:**

Tel 1-866-857-0148 • Intl. 515-237-3682  
Fax 888-385-1428  
E-mail AWNord@cdfsfulfillment.com  
Intl. fax 712-755-7423

**Editorial Staff**

**Jim Mathews** Editorial Director  
**Benet Wilson** Editor  
**Martin Sibley** Copy Editor  
**Ingrid Lee** Production

**Charts & Data**

**Eclat Consulting**, Aaron Taylor  
Tel: 703-294-5880  
Email: ataylor@eclatconsulting.com

**Business Office**

**Denise L. Almond** Director, Electronic Business,  
Tel: 202-383-2399  
Email: denise\_almond@AviationNow.com  
**Tim Yocom** Director of Sales,  
Tel: 212-904-4697,  
Email: tim\_yocom@AviationNow.com  
**Elizabeth Meyer** Classified advertising,  
Tel: 212-904-3675, Fax 212-904-3334  
Email: elizabeth\_meyer@AviationNow.com

**To Order:**

Tel: 202-383-2354  
Group pricing available

**Web Access To Airports**

Subscribers to the electronic version of *Airports* can access the current issue and archive at: <http://www.AviationNow.com/airports>  
AWIN subscribers go to <http://www.AviationWeek.com/awin>

**Available Electronically**

For electronic delivery, please call 1-866-857-0148 in the U.S., or 515-237-3682 internationally  
E-mail AWNord@cdfsfulfillment.com

**Reprints**

For reprints of *Airports*, contact Bill Jordan at 1-800-360-5549 x 175  
bjordan@reprintbuyer.com

**The McGraw-Hill Companies**

Published weekly by Aviation Week, a unit of the Business Information Group, The McGraw-Hill Companies, Inc., 2 Penn Plaza, New York, N.Y. 10121. (ISSN No. 1044-9469). Tom Henricks, President, McGraw-Hill Aerospace & Defense, tom\_henricks@aviationweek.com; Anthony L. Velocci, Jr., AWG Editorial Director, velocci@aviationweek.com; Mark A. Flinn, VP-Sales, mark\_flinn@aviationnow.com; John B. Connolly, Director of Finance, jack\_connolly@aviationnow.com, Aviation Week Group. Officers of The McGraw-Hill Companies, Inc.: Harold W. McGraw, III, Chairman, President and Chief Executive Officer; Kenneth M. Vittor, Executive Vice President and General Counsel; Robert J. Bahash, Executive Vice President and Chief Financial Officer; John Weisenseel, Senior Vice President, Treasury Operations. COPYRIGHT © 2006 by The McGraw-Hill Companies, Inc. All rights reserved. None of the content of this publication may be reproduced, stored in a retrieval system, or transmitted in any form or by any means (electronic, mechanical, photocopying, recording or otherwise) without the prior written permission of the publisher. Available in print, World Wide Web and E-mail editions.

**Vendors (Cont.)**

do better when they have a strong mix of local and national brands. We encourage our clients to include strong local brands.” AirProject clients include BWI airport, JFK Terminal 5, Orlando and Washington Dulles.

The experience at the airport is the gateway to the local community, said Scott Kilgo, senior manager of concession development at Portland, Ore., Airport. “We have great local retail and food outlets, and the airport is the perfect place to display that,” he said.

Local retailers at Portland include Nike, Made in Oregon, Powell’s Books and Your Northwest Travel Mart. Restaurants include Starbucks, Good Dog, Bad Dog, Pizza Schmizza and the Rose City Café and Wine Bar. “Our plan is to have 60% of our concessions be local vendors,” said Kilgo. “When you really pay attention to what customers want, you can influence their spending habits, and that can lead to great revenue. Portland averages \$9 per enplaned passenger for concessions.”

And Portland has developed an overall customer experience to the point that passengers don’t mind being in the airport, Kilgo said. “We offer a broad selection of food and retail and free wi-fi, which puts travelers in a position to look at our airport differently,” he said.

Attracting local vendors goes hand in hand with Aeroports de Montreal’s program of branding Montreal-Pierre Trudeau as a world-class airport, spokeswoman Christiane Beaulieu said. “We wanted our airport to have American efficiency with the flavor of Montreal, and as part of that, we made a conscious decision to go after Montreal businesses in the airport,” she said.

Montreal- or Quebec-based companies make up 60% of the airport’s concessions, Beaulieu said. Retail vendors include Les Delices de l’Erable, which sells maple syrup; Cuirs Tour Eiffel leather shop; and L’Espace des Artisans, which features local arts and crafts. Food and beverage vendors include Brulerie St.-Denis, a popular coffee shop; Boulangerie de Montreal, a high-end sandwich shop; and Mode’s Deli & Bar.

**Australia Introduces Automated Customs System**

Australia’s Customs Service has unveiled SmartGate, a new automated border passenger-processing system that handles customs and immigration checks.

International arrivals and departures are forecast to grow 23% from 2003 to 2009, Customs spokeswoman Zoe Ayliffe said. “That growth has been managed by increasing the number of Customs officers and reducing the time taken to process travelers,” she said. “The introduction of SmartGate will provide the capability to effectively respond to the expected increases in traveler volume in the medium to long term and enable the redeployment of some officers to focus on high-risk travelers.”

Using the country’s new ePassports, SmartGate takes a photograph of a traveler’s face and, using facial recognition technology, matches the image with one stored on an embedded microchip in the ePassport. If the match is made, the traveler is cleared through Customs. If not, the passenger is referred to a Customs officer.

Customs is working with SAGEM Australasia Pty Ltd. to design and develop the hardware, software and business processes required to implement a production version for major Australian airports, Ayliffe said. “The Australian government provided Customs with A\$61.7 million (US\$45 million) over four years in the 2005-2006 budget toward the phased introduction of SmartGate to improve passenger facilitation at Australian international airports,” she said.

## **\$ Airport Business Opportunities**

**Denver Dept. of Aviation** requests proposals until 2 p.m. **Aug. 9** from companies to provide professional engineering services (civil, electrical, environment geo-technical, signage and structural) to aid in the completion of projects at Denver International Airport (Contract No. CE 65005). Request for proposal documents will be available at the DIA contract procurement web site at [www.flydenver.com/contracts](http://www.flydenver.com/contracts), beginning **July 10**. Send proposals to Nathan Jones at the Technical Services Office, Room 8810, Denver International Airport, 8500 Pena Blvd., Denver, Colo. 80249. A pre-proposal conference will be held at 1 p.m. **July 17** at the Elrey Jeppesen Terminal Building (Main Terminal, Denver International Airport, 8400 Pena Blvd., Denver, Colo. 80249-6235, Level 6, northwest corner of the inner core, next to the Denver Health Medical Clinic, in the room marked Press Interview Room. For questions, call Nathan Jones, procurement manager, at 303-342-2137.

**Port Authority of New York and New Jersey** requests proposals until 2 p.m. **July 25** to operate, maintain and manage assets for the cogeneration plant and related infrastructure on an interim basis at New York Kennedy Airport (Solicitation 10550/012). The current lessee/operator of the plant has filed for bankruptcy protection, and it is anticipated will be required to decide whether to assume or reject the lease by the end of September. If the lease is rejected, the authority will be required to retain the services of an interim asset manager/operator. The contract will be for all aspects of managing the plant including furnishing operation and maintenance services, procurement of fuel and other goods and services, measurement of and billing for plant output, and day-to-day management of all agreements and relationships with outside regulators, vendors and contractors. There is no definite timeline yet for the duration of the contract, but the port authority plans to retain the services of the successful proposer for at least one year until the final disposition of the plant has been determined. Send proposals to Port Authority of New York and New Jersey, Attn: Bid/RFP Custodian, Procurement Dept., 1 Madison Ave, 7th Floor, New York, N.Y. 10010. Request documents via e-mail at [askforbids@panynj.gov](mailto:askforbids@panynj.gov) or fax proposal request to 212-435-3959. To address technical problems accessing the bid documents on line, e-mail [paprocedure@panynj.gov](mailto:paprocedure@panynj.gov) or call 212-435-3909.

**Columbus Regional Airport Authority** will receive bids until 2 p.m. **Aug. 11** for intermodal facility excavation, storm sewer work, and concrete and asphalt paving at Rickenbacker Airport. A mandatory pre-bid meeting will

be held at 1 p.m. **July 24** in the offices of the Columbus Regional Airport Authority, Rickenbacker International Airport, 7161 Second St., Columbus, Ohio 43217. Questions regarding the work or bid should be in writing and directed to Eric Hensley, fax: 614-491-0662 or e-mail [ehensley@columbusairports.com](mailto:ehensley@columbusairports.com). The cutoff date for questions is 12 noon **July 27**.

**Metropolitan Airports Commission** calls for bids until 2 p.m. **July 18** from companies to make runway safety area improvements at St. Paul Downtown Airport (MAC Contract No. 107-1-053). The work involves reconstruction and realignment of portions of Taxiways E and A; shortening Runways 13-31 and 14-32; replacement of the existing runway edge identification lights on the end of Runway 31; and upgrading the existing visual approach slope indicators to precision approach path indicators on Runways 13 and 31. Plans and specifications may be obtained for \$100 per set from HNTB Corp., 7900 International Drive, Suite 600, Minneapolis, Minn. 55425, phone: 952-920-4668, fax: 952-920-0173.

## **\$ Marketplace**



### **RENTON MUNICIPAL AIRPORT CORPORATE AVIATION FIXED BASE OPERATOR DEVELOPMENT OPPORTUNITY**

Renton Municipal Airport is seeking to identify a qualified Third Party Partner for the development of a six acre corporate aviation fixed base operation. The Airport is minutes from downtown Seattle and is currently home to more than 250 based aircraft, and last year handled 86,000 operations.

#### **Interested parties must demonstrate:**

- Experience in developing on-airport projects of similar scope, size, and complexity.
- Knowledge of the Aviation Industry.
- Knowledge and experience in the development and management of an FBO
- Financial capability to undertake such a project.

Potential proposers are invited to attend a briefing and tour of the site to be held at the Airport on August 2, 2006 at 9AM. Attendance must be confirmed in writing no later than July 26, 2006 by fax to the Renton Municipal Airport Office at 425-430-7472, or e-mail [ccurrie@ci.renton.wa.us](mailto:ccurrie@ci.renton.wa.us). Meeting details will be forwarded upon receipt.



## Percent Of Reported Domestic Flights Arriving/Departing On Time By Airport

Top 100 U.S. Airports

May 2006

		Percent On-Time					Percent On-Time		
		Arrivals	Departures	Operations			Arrivals	Departures	Operations
Albany, NY	ALB	75.9	79.9	2,656	Los Angeles	LAX	81.0	83.8	39,532
Albuquerque	ABQ	82.0	84.1	6,387	Louisville	SDF	75.2	75.3	3,297
Anchorage	ANC	80.6	88.4	3,418	Madison	MSN	72.2	80.4	2,257
Atlanta	ATL	77.0	77.7	68,672	Manchester	MHT	73.5	80.5	3,660
Austin	AUS	79.3	81.3	7,767	Memphis	MEM	80.8	82.6	8,362
Baltimore	BWI	80.2	77.9	18,050	Miami	MIA	78.3	80.4	11,385
Baton Rouge	BTR	70.1	74.2	2,050	Milwaukee	MKE	76.2	83.1	3,882
Birmingham	BHM	76.4	78.1	3,256	Minneapolis/St. Paul	MSP	85.4	86.7	21,179
Boise	BOI	84.9	91.6	2,967	Nashville	BNA	78.2	78.4	9,943
Boston	BOS	64.0	74.2	21,844	New Orleans	MSY	79.6	81.2	5,097
Buffalo	BUF	76.5	80.1	4,411	New York Kennedy	JFK	78.4	84.5	16,944
Burbank	BUR	83.2	86.4	5,472	New York LaGuardia	LGA	65.0	75.3	21,610
Charleston	CHS	71.1	78.0	2,037	New York Newark	EWK	66.0	75.3	26,807
Charlotte	CLT	79.4	80.0	19,559	Norfolk	ORF	72.9	78.2	3,426
Chicago Midway	MDW	76.7	69.6	17,002	Oakland	OAK	82.8	83.0	12,803
Chicago O'Hare	ORD	67.7	69.2	63,960	Oklahoma City	OKC	71.9	79.6	3,752
Cincinnati	CVG	85.8	88.3	22,043	Omaha	OMA	73.7	81.5	4,007
Cleveland	CLE	78.1	83.6	14,551	Ontario	ONT	80.8	84.5	6,124
Colorado Springs	COS	78.7	82.7	3,054	Orange County	SNA	82.3	84.3	8,943
Columbia	CAE	72.5	76.6	2,063	Orlando	MCO	82.1	82.1	20,312
Columbus	CMH	73.4	79.1	6,033	Palm Springs	PSP	80.1	84.9	2,189
Dallas, Love	DAL	83.5	81.7	8,510	Philadelphia	PHL	74.1	74.0	18,549
Dallas/Fort Worth	DFW	78.7	74.0	51,428	Phoenix	PHX	85.4	82.6	36,269
Dayton	DAY	74.5	82.5	2,283	Pittsburgh	PIT	78.4	83.0	7,874
Denver	DEN	83.5	82.8	39,861	Portland	PDX	82.3	87.7	9,762
Des Moines	DSM	74.0	80.5	2,221	Providence	PVD	77.2	80.8	4,502
Detroit	DTW	80.8	81.2	21,260	Raleigh/Durham	RDU	73.6	77.8	9,713
El Paso	ELP	81.7	84.8	3,899	Reno	RNO	81.7	86.2	4,490
Fayetteville	XNA	75.0	77.5	2,091	Richmond/Wmbg	RIC	74.5	79.7	3,223
Fort Myers	RSW	82.3	81.8	3,882	Rochester	ROC	75.0	82.6	2,786
Fresno	FAT	79.3	82.1	2,600	Sacramento	SMF	81.4	83.9	9,397
Ft. Lauderdale	FLL	79.7	80.9	11,006	Salt Lake City	SLC	89.3	90.3	23,552
Grand Rapids	GRR	76.8	83.5	2,775	San Antonio	SAT	79.2	83.0	7,526
Greensboro	GSO	71.2	76.5	2,488	San Diego	SAN	82.2	86.0	15,796
Greenville	GSP	69.9	80.9	1,800	San Francisco	SFO	77.5	81.2	22,210
Hartford	BDL	79.5	83.7	5,485	San Jose	SJC	82.9	85.6	10,484
Honolulu	HNL	90.9	93.7	9,668	San Juan	SJU	82.9	89.2	4,418
Houston Bush	IAH	76.0	78.4	38,177	Santa Barbara	SBA	81.9	88.4	2,492
Houston Hobby	HOU	80.2	74.2	9,310	Savannah	SAV	74.1	78.7	2,239
Indianapolis	IND	78.0	85.0	6,315	Seattle/Tacoma	SEA	81.1	85.0	18,638
Islip	ISP	82.5	82.8	1,954	Spokane	GEG	81.5	91.6	2,342
Jackson	JAN	72.6	78.1	1,848	St. Louis	STL	78.9	79.1	11,096
Jacksonville	JAX	78.7	81.5	5,257	Syracuse	SYR	73.8	83.3	2,049
Kahului	OGG	92.5	93.5	3,639	Tampa	TPA	80.4	82.4	12,299
Kansas City	MCI	77.4	79.9	9,478	Tucson	TUS	82.3	87.9	4,245
Kona	KOA	90.5	92.6	2,078	Tulsa	TUL	73.0	79.6	3,703
Las Vegas	LAS	80.7	78.7	31,605	Washington Dulles	IAD	79.6	78.0	16,168
Lihue	LIH	92.2	94.9	2,226	Washington National	DCA	78.6	83.4	16,144
Little Rock	LIT	71.5	77.1	3,007	West Palm Beach	PBI	81.5	83.3	4,521
Long Beach	LGB	85.4	94.2	2,146	Wichita	ICT	70.1	76.0	2,140

Based on DOT Air Travel Consumer Report.





# DO YOU SHARE *AVIATION DAILY*?

## YOU CAN DO SO **WITHOUT** VIOLATING COPYRIGHT LAW.

Dear *Aviation Daily* Subscriber,

The last thing we want to do is limit the usefulness of *Aviation Daily* for you and your organization. So, if the single copy of the newsletter you're getting is not enough, please take advantage of one of the options below.

If you photocopy, fax or electronically distribute your newsletter, in whole or part — whether it's for internal use or for outside offices, or even to give to a friend or colleague — **it is illegal** unless your contract gives you express permission to do so. To do so without written permission violates federal copyright law. It is also illegal to republish or repackage your newsletters' content to prepare summaries of the news.

*Aviation Daily* relies on income from subscriptions for its financial support so when readers redistribute the newsletter for free to someone who should pay for it, we lose revenue and the ability to keep our subscription price to you in line. It is for this reason, for example, that software vendors aggressively enforce what they call "site licenses." If you bought a single word processing package, you wouldn't install it on all the other computers in your office without paying for additional licenses. The same principle applies to your newsletter content.

**There are three easy options available to you if you need more print or electronic copies of *Aviation Daily* or individual articles.** A site license gives everyone in your organization legal access to your newsletter content at a dramatically reduced cost per user over individual subscriptions. Similarly, you may purchase a group subscription for key personnel at reduced cost — and everyone will receive their newsletter at the same time, with no routing necessary. For individual articles, please inquire about reprint services.

Please take a moment to inquire about how you can best share *Aviation Daily* **without** violating federal copyright law.

Sincerely,  
Arun Patel, Director, Subscriber Services

---

### SHARE *AVIATION DAILY* LEGALLY! • FILL OUT AND FAX TO +1-202-383-2442 TODAY

Please contact me regarding: \_\_\_ Site Licenses \_\_\_ Group Subscriptions \_\_\_ Reprint Services

Name \_\_\_\_\_ Title \_\_\_\_\_

Company \_\_\_\_\_ Phone \_\_\_\_\_

E-mail \_\_\_\_\_

Or call +1-202-383-2453