

ATTACHMENT #4



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July 1, 2013

Ms. Patricia deLaBruere
Airport Manager
Juneau International Airport
1873 Shell Simmons Drive, Suite 200
Juneau, AK 99801

Dear Patty,

As a follow up to our conversation last week regarding Republic Parking System's proposal to invest in a new Parking and Revenue Control System (PARCS), I wanted to outline the specific reasons and components of our offer.

The existing PARCS, manufactured by Federal APD was originally installed more than ten years ago. Some additional components of the PARCS have been added over the years, but the technology and central components of the system such as the ticket dispensers and gates are the original pieces. The system does not take advantage of the latest technologies, frequently breaks down causing customer service issues, and is costly to maintain.

RPS has experience working with all PARCS manufacturers, but based upon the unique needs and requirements at Juneau International Airport, we would install a PARCS manufactured by HUB Technologies. This system is identical to the system we use at Fairbanks International Airport. Due to our volume purchasing, we can secure more favorable pricing than the Airport or City could on their own.

This system has several benefits and upgrades from the existing equipment including:

- Intercoms at each of the four entrances for customers to be able to communicate directly with staff
- Greater flexibility for future enhancements and technology
- An automated exit that is reliable, easy to use, and more identifiable to customers
- Greater reporting capability
- Easier to service and maintain – the components are easy to replace. A component that needs repairing would be replaced by a working component and the one needing repair would be sent to Seattle for service.

The total cost of the system is \$204,801.23 including shipping, taxes, and installation.

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Republic Parking System is proposing to make the entire investment based upon a seven year extension to our existing contract under the existing terms and conditions. This will enable us to amortize the investment on a seven year, straight line basis.

As part of the project, we will manage the removal of the existing system and the complete installation of the new system. There will be little need for your staff to be involved or distracted by the project.

Since we have a concession contract at the Airport, the FAA allows us to make an investment in the property in exchange for an extension. The key is for us to make improvements in the property which the PARCS would definitely accomplish.

We would be happy to meet with your Board to answer any questions regarding the benefits and features of the PARCS or the details of our investment and extension proposal.

I look forward to discussing this with you further. In the meantime, please do not hesitate to contact me.

Regards,



Bob Linehart
Chief Operating Officer
Airport Division

C: Gary Beck
Chris Howley
Vince Speziale