BEFORE THE WASHINGTON UTILITIES AND TRANSPORTATION COMMISSION

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| SHUTTLE EXPRESS, INC.,Petitioner and Complainant,v.SPEEDISHUTTLE WASHINGTON, LLC, Respondent. | DOCKET NOS. TC-143691 & TC-160516EXCERPT OF TRANSCRIPTED AUDIO RECORDING OF OPEN MEETING HELD SEPTEMBER 28, 2016 IN *IN RE SHUTTLE EXPRESS, INC.*, DOCKET TC-160819.  |

Under the penalty of perjury, I declare the following is a true and correct transcription of an excerpted portion of an audio recording of the open meeting held on September 28, 2016 before the Washington Utilities and Transportation Commission in *In re Shuttle Express, Inc.*, Docket No. TC-160819, commencing at approximately 38 minutes and 18 seconds into the recording:

**Mr. Harlow**: I hate to take a second crack, but, um, we’ve kind of been shaking our heads here on this all these other companies are going to come in and we don’t see it. In King County there’s only, there’s really only one major company with an autotrans certificate and that’s Shuttle Express. And then there’s a new entrant, which is Speedishuttle. And there’s a couple of really tiny ones, um, and they don’t have county-wide authority. Only the two companies have it. And then you’ve got county-wide authority, in um, I believe in, uh, Thurston and you’ve got Capital Aeroporter down here and then you’ve got companies that go up to Bellingham, but Uber doesn’t compete in those arenas, okay, and it’s a very different market cause the distances are (*clears throat*) excuse me, the distances are such they just aren’t amenable to these little operations, so we just really don’t see it because there… there’s… you can hold in one hand the companies that have the auto transportation certificates. And those are the only companies that need or would apply for waiver so we see this as a very small universe.

**Chairman Danner**: Well, um, and it may be today but my question is what happens a year from now when Uber and Lyft and others are always looking for new business and, uh, you know this isn’t something where you’d have somebody full time driving between Bellingham and the airport, it would be on as needed with no capital investment whatsoever so.

**Mr. Harlow**: What I really see as happening is, as long as you’re going after Uber and Lyft, anybody else who wants to do it, they’re going to do it just like Uber and Lyft. They aren’t gonna come in here, apply for autotrans and apply for a waiver. Why would they do that when you’re not going after Uber or Lyft? They’ll just… they’ll just mimic Uber and Lyft.

SIGNED at Seattle, Washington this 21st day of September, 2016.

Blair I. Fassburg