

Fassburg, Blair

From: John Fricke <johnf@premierairportshuttle.com>
Sent: Wednesday, April 13, 2022 7:45 AM
To: Michael Rogers
Cc: Fassburg, Blair; management@premierairportshuttle.com
Subject: Re: Premier Airport Shuttle - Proposal to Seattle Express

Michael,

Good Day. I am reaching out to you one more time, for reconsideration to withdraw your application to extend your authority.

I am concerned about what we discovered about the operations of your Company, Seattle Express. There is ample evidence that Seattle Express has operated illegally since the 2021 cruise ship season or longer, selling and operating one way fares on the very route, between Pier 66/Pier 91 and SeaTac Airport, that you are applying for through your extension of authority application in WUTC TC-220090. Providing this scheduled passenger transportation service infringes on our Company's certificated authority. The tickets have been sold and purchased for this service, on your website, before and after you filed the application to extend authority until this past week, clear violations of RCW 81.68.020 and RCW 81.68.040. Furthermore, just because you quickly removed the option after you realized the results of our own due diligence, does not remove or excuse the violations. RCW 81.68.030 would allow the WUTC to not only void or cancel your current application of extension of authority, but also revoke your current authority.

In 2017, your Company has filed two Formal Complaints against other Companies, specifically asserting violation of RCW 81.68.020 and RCW 81.68.040. The cases, both involving the BAP process, resulted in steep fines for the Respondent Companies that claimed ignorance, being "unaware (their)...conduct was unlawful", or "apologized for providing service...not authorized to provide." As you previously stated, Seattle Express has operated with Auto Transportation authority since 1996. Beeline Tours LTD / Seattle Express is experienced and knowledgeable of all the WUTC Auto Transportation Rules and Regulations, including WAC 480-30 and RCW 81.68.

I also believe that adversarial relationships are not helpful in business, especially when both of our businesses are and can become more complementary to one another and the traveling public. It is very important for Auto Transportation Companies to operate within the scope of their certificated authority. I sincerely hope you reconsider your position in this matter. Your fleet of larger vehicles with tours, charters, and scheduled services complementing a partnership with our business with a fleet majority of vans and some larger vehicles, operating door-to-door, scheduled services and charters. I am offering again the opportunity to work together, as we can both build a strong passenger transportation industry in the Seattle area.

Thank you for your time and consideration,

John Fricke
VP Operations
Premier Airport Shuttle by Capital Aeroporter
Shared and Private Van Service
C: 360-507-0476
johnf@premierairportshuttle.com



On Thu, Mar 24, 2022 at 11:17 AM Michael Rogers <michael@beelinetours.com> wrote:

Hi John,

While I wholeheartedly agree that working together would both benefit our companies, I don't agree that it should be predicated upon Beeline withdrawing its current application for extending our authority.

Seattle Express has operated in the cruise shuttle business since 1996, this application is a natural extension of our longtime existing business, and will allow us to provide additional services to our base of customers as well as open up new doors to developing and growing our business.

The problem for me with a working agreement or contract is it can't provide me with the same security as operating authority, we're looking at making substantial investments in this business line and I can't risk these investments being jeopardized by future contract negotiations with a friendly competitor.

It's my belief with an estimated 1.26 million revenue passengers for this upcoming 2022 cruise season there is more than enough business for both our companies.

I agree with you that the BAP is expensive and time-consuming, I would ask that you reconsider your protest as there is plenty of room for both companies to flourish. I believe Beeline has a very strong case and compelling argument for why consumers would benefit from our business model. If you were to withdraw your protest, it would solidify our ability to work together to deliver the best possible service for the traveling public. Having an adversarial type relationship will only hurt both our companies and is not in line with my approach to business.

I do appreciate you reaching out, hopefully, what I've said makes sense to you and we can focus on how to maximize our opportunities instead of wasting time and money with a court case.

FYI - We have no plans to provide scheduled service from Sea-Tac Airport to downtown Seattle hotels, the application was updated to reflect this reality.

Best,

Michael Rogers
President

[Beeline Charters & Tours](#) | [Show Me Seattle](#) | [Seattle Express](#) | [Beeline Mobility](#)



[Seattle's Top Rated Transportation Company](#)

From: John Fricke <johnf@premierairportshuttle.com>
Sent: Wednesday, March 23, 2022 7:14 PM
To: Michael Rogers <michael@beelinetours.com>
Cc: Fassburg, Blair <BFassburg@williamskastner.com>; management@premierairportshuttle.com
<management@premierairportshuttle.com>
Subject: Premier Airport Shuttle - Proposal to Seattle Express



John Fricke
Premier Airport Shuttle
5033 Harrison Ave NW
Olympia, WA 98502

March 23, 2022

Michael Rogers
Seattle Express
8110 7th Ave S
Seattle, WA 98108

Mr. Rogers:

I am John Fricke, VP Operations of Premier Airport Shuttle, and have been involved in operating our Company since 2004. As you know from previous experiences, a Brief Adjudicative Proceeding (BAP) is a very time consuming and expensive process with attorney fees, as well as the use of WUTC resources. To avoid this complicated matter, we are offering to make a working cordial agreement with your Company, Seattle Express.

Pacific Northwest Transportation Services, Inc. d/b/a Premier Airport Shuttle / Capital Aeroporter - WUTC Certificate 862, would like to propose a working agreement and contract with Beeline Tours LTD d/b/a Seattle Express - WUTC Certificate 1052, in order to provide the traveling public, specifically Seattle Cruise Ship passengers with the best possible transportation options. By doing so, we can help support each other's business operations with each of our WUTC Auto Transportation authorized territory and passenger services. Utilizing the larger combined capacity of both Companies' Driver and Vehicle resources and working together, we can create more dynamic transportation options for cruise line customers and the general public.

This offer will remain valid only with your withdrawal of your current Extension of Existing Auto Transportation Certificate C-1052 Application in Docket TC-220090, by 5:00pm on Friday, March 25, 2022.

If you are interested, or not, in pursuing this opportunity to work together, please contact me back via email by 5:00pm on Friday, March 25, 2022.

We appreciate your consideration in this matter.

Regards,

John Fricke
VP Operations
Premier Airport Shuttle by Capital Aeroporter
Shared and Private Van Service
C: 360-507-0476
johnf@premierairportshuttle.com

Enclosure: Blair Fassburg, Legal Counsel, bfassburg@williamskastner.com

