

DATE PREPARED: April 3, 2017
DOCKET: TC-143691, TC-160516
REQUESTER: Shuttle Express, Inc.

WITNESS: Jack Roemer
RESPONDER: Jack Roemer
TELEPHONE: (206) 233-2895

Data Request No. 62:

Regarding Mr. Roemer's testimony at page 7 that it is "targeting" a "niche" with its service features, please provide any documents or data that would tend to show or quantify the number of passengers SpeediShuttle serves that are within that "niche" or that SpeediShuttle serves passengers that would not use Shuttle Express because it lacks some or all of the SpeediShuttle "service features" Mr. Roemer describes.

RESPONSE to Data Request No. 62:

Speedishuttle objects that the words "target" and "niche" do not appear on page 7 of Mr. Roemer's testimony. Further, "targeting a niche" does not mean limiting oneself to that niche, as Shuttle Express has repeatedly disingenuously represented in this proceeding. Speedishuttle cannot provide the information requested because it has no business reason to track that information. Further, the information requested is blatantly irrelevant to the question of whether Speedishuttle is actually providing the service it proposed to provide. Finally, Speedishuttle does not ask its customers why they ride with them instead of choosing to ride with Shuttle Express or any of the numerous other transportation options in King County.