

From: [Ausbun, Vicky](#)
To: [Ausbun, Vicky](#)
Subject: FW: SpeediShuttle SEA
Date: Thursday, April 21, 2016 9:37:57 PM
Attachments: [image001.jpg](#)
[image002.jpg](#)
[image003.png](#)

Vicky Ausbun
Manager, Airport Operations - Landside
Seattle-Tacoma International Airport
P: 206-787-4072
C: 206-390-7714
F: 206-787-7499
E: ausbun.v@portseattle.org

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From: Cecil Morton [mailto:csm@speedishuttle.com]
Sent: Thursday, April 23, 2015 5:27 PM
To: Ausbun, Vicky
Cc: Jack Roemer; Hoevet, Jeff; Fletcher, Tonia; Anderson, Jeannette; Warfield, Deborah
Subject: Re: SpeediShuttle SEA

Hi Vicky - I just left you a telephone message on you direct line.

We appreciate your email response including plans to get together (Wednesday 4/29 will work just fine). I feel there must be a misunderstanding about some facts and would appreciate clarification by a return call.

I can be reached any time by calling me direct at 808-870-2287.

Cecil Morton
President & CEO
SpeediShuttle and Arthur's Limousine
[1132 Bishop Street, Suite 2312](#)
[Honolulu, Hawaii, 96813](#)
Tel: [808-772-5700 ext 118](tel:808-772-5700) | Fax: [808-772-5699](tel:808-772-5699)

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(Sent by my iPhone. Pardon any typographical errors).

On Apr 23, 2015, at 5:09 PM, Ausbun, Vicky <Ausbun.V@portseattle.org> wrote:

Cecil / Jack – Your business is different from any other operator group that we have so we had to consider not how – but if - your business fits into our operations. We've considered the impact a new entrant would have on existing operators and on our already constrained operating area. At our April 3 meeting, we agreed that we would have a follow up meeting with you but we did not discuss, nor did we agree to, a May 1 start date. While the WUTC granted you the authority to operate a door to door service in King County, that does not grant you the authority to operate at SeaTac Airport.

With that being said, we would like to have a follow up meeting with you next week. We would like to discuss operating area, rates and charges, and your forecasted activity.

The times our group is available to meet are:

- Wednesday, April 29 from 2:00-3:30
- Thursday, April 30 from 2:00-3:30

Please let me know which date you'd prefer and I'll send you the meeting invite. Thank you, Vicky

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<image006.png>

From: Cecil Morton [<mailto:csm@speedishuttle.com>]

Sent: Wednesday, April 22, 2015 11:51 AM

To: Ausbun, Vicky

Cc: Hoebet, Jeff; Fletcher, Tonia; Anderson, Jeannette; Jack Roemer; Warfield, Deborah

Subject: Re: SpeediShuttle SEA

Hi Vicky and thank you for your email.

We certainly understand that you need to design a logistics plan to coordinate and elevate the visitors experience by working towards a plan to fit our service into the ground side of the airport.

As you know, we have our authority to operate from the WUTC. Based on the

mentioned, we have informed our clientele that our service to and from the airport will begin on May 1. We have over 300 reservations in May, commencing on May 1 and growing daily.

Please understand our predicament and the arriving and departing visitors and residents that are expecting Speedishuttle to service them. With that in mind, we will require permits to enter the airport and are processing the application to do so. The application will be submitted later this week.

To be frank, we clearly were not under the impression when we met with you three weeks ago that there would be any delay issuing us the authority to enter the airport. If that were the case, we would not have hired over 40 team members to commence service on May 1 and accepted reservations.

May I respectfully suggest we set up a face to face meeting as soon as your calendar permits to ultimately work out a plan to have our service enter the airport commencing May 1.

Cecil Morton
President & CEO
SpeediShuttle and Arthur's Limousine

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On Apr 22, 2015, at 11:28 AM, Ausbun, Vicky <Ausbun.V@portseattle.org> wrote:

Hello Cecil and Jack – Thank you for your email. We are still reviewing and evaluating all of our Ground Transportation services, contracts, as well as our operating areas. As such, we are not prepared to meet with you at this time. However, do feel free to check in with us periodically. -
Vicky

Vicky Ausbun
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<image002.jpg>Where a sustainable world is headed.

<image004.png>

From: Cecil Morton [<mailto:csn@speedishuttle.com>]
Sent: Friday, April 17, 2015 8:52 AM
To: Ausbun, Vicky
Cc: Hoevet, Jeff; Fletcher, Tonia; Anderson, Jeannette; Jack Roemer;
Warfield, Deborah
Subject: Re: SpeediShuttle SEA

Good morning - I hope all is well with everyone since we last met.

As a follow up to our recent meeting and Vicky's email below, I am writing to schedule a follow up meeting. Our schedule is yours.

Looking forward to your reply.

Cecil Morton
President & CEO
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On Apr 4, 2015, at 3:40 PM, Ausbun, Vicky <Ausbun.V@portseattle.org> wrote:

Hello Cecil & Jack –

It was a pleasure meeting both of you yesterday and learning about the success you've had in Hawaii and your plans for expansion in the King County area.

We would like to have a follow up meeting with you after we have had the opportunity to have internal discussions and assess how your company might fit within our Ground Transportation operations. Jeff Hoevet will be out of the office next week, so we will be in contact with you after the week of April 13.

Regards,

Vicky Ausbun
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<image002.jpg>Where a sustainable world is headed.
<image003.png>

-----Original Message-----

From: Cecil Morton [<mailto:csm@speedishuttle.com>]
Sent: Saturday, April 04, 2015 5:06 PM
To: Hoevet, Jeff; Ausbun, Vicky; Warfield, Deborah;
Anderson, Jeannette; Jack Roemer
Cc: Jack Roemer
Subject: SpeediShuttle SEA

Hi Jeff, Vickie, Deborah and Jeannette

I'm writing to thank you for your time yesterday.

In summary, we are extremely excited about commencing 'prearranged' door to door shared ride shuttle service on May 1 at SEA and working with your team.

We have been providing the highest quality airport shuttle service in Hawaii for 15 years and are looking forward to introducing our service in Seattle.

My investment in SpeediShuttle Seattle is based on our proven operating model that served in excess of 1.3 million customers in 2014. We have invested in the highest quality

operating platform in our domain and are recruiting the most professional staff to welcome visitors and residents to Seattle.

Our mission is to be hosts to Seattle by first greeting every customer at the designated area(s), in the baggage claim that you feel work best for SEA and the customer, followed by directing each and every visitor and returning resident to our shuttle desk (if available), and shuttle station where we will have shuttles standing by with professional drivers in company attire which includes white shirts, black pants and shoes portraying a similar look to commercial pilots with official identification and name tags.

Our standards for hiring include pre-employment criminal background checks and drug screening for all employees. All of our staff are trained to adhere to our policies and procedures including ongoing customer service and safety training including ADA service. All staff are employees.

Our mission is to make the ordinary experience extraordinary and in doing so, we first select the best personalities for customer service and then train them to be the safest drivers, airport receptive service hosts and call center agents.

Our service is known in our industry as the highest quality shared ride and exclusive service as recognized by GO Airport Shuttle (www.goairportshuttle.com), our affiliate organization that collectively serves in excess of 45 million shares ride customers annually.

As the largest fleet operator of Mercedes Benz passenger shuttles in the USA we are proud to continue growing our fleet in Seattle with brand new 11 passenger shuttles, the safest commercial shuttle in the world. While in the cabin passengers enjoy complimentary Wi-Fi, and SpeediShuttle TV, our exclusive programming revealing the many places to visit and the rich history of Seattle and surrounding areas.

Our 'on demand' airport shuttle service is a specialty service that involves a dedicated operations team who truly understand the dynamics of the business and are extremely detailed individuals who understand the required infrastructure to deliver efficient on demand customer

service. We would be honored to support SEA with our on demand shuttle service, and with your approval, we have the ability to commence service within 60 days of your notification to us.

Our Seattle web site will be launched in the coming days. Please visit it www.speedishuttleseattle.com. A preview is available at <http://speedishuttleseattle-ee.hudsonltd.net/>.

We look forward to working towards a long term solution to manage the 'prearranged' and 'on demand' requirements for shared rides services at SEA.

I hope you feel as confident as we do that working together will build a better experience for the SEA traveler.

Cecil Morton
President & CEO
SpeediShuttle Seattle
1237 South Director Street
Seattle, WA 98108

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