

From: Phil Stutzman <phil.stutzman@wmph.com>
Sent time: 11/24/2015 01:50:31 PM
To: J Roemer <JackR@speedishuttleseattle.com>
Subject: RE: Net contract

Hi Jack:

Thank you for your quick response.

I noticed that all discounts are at 10%. What thresholds do we need to achieve to reach 15% to 20%? It is impossible for us to wholesale products separately or to include them with a 10% discount.

Regards,

Phil

From: Jack Roemer [mailto:jackr@speedishuttleseattle.com]
Sent: Tuesday, November 24, 2015 4:22 PM
To: Phil Stutzman <phil.stutzman@wmph.com>
Subject: RE: Net contract

Hi Phil,

Thanks for reaching out to us. While we just began operating in Seattle in May, SpeediShuttle has been operating in Hawaii since 1999 and transferred over 1.3 million guests in the last year. We think you will find us a bit different than your current provider in Seattle, with easier to understand fares, higher quality vehicles and a commitment to customer service, including a 24/7 call center and confirmation calls the day before for every departure. We currently operate a fleet of 18 vehicles in Seattle – 17-11 passenger Mercedes Benz Sprinters and an ADA minivan capable of handling up to three wheelchairs. We can also arrange sedan and SUV transfers through our partners. Our service platform includes complimentary meet and greet in baggage claim for all arriving guests, complimentary Wi-Fi in all of our shuttles and a target maximum wait time at the airport of no more than 20 minutes. We do not operate on routes so our schedule is the guest's schedule. We can provide shared rides between SeaTac International Airport and all points in King County and charter services throughout the state.

We are permitted under our tariff to provide net rates as shown on the attached 2016 rate card. We are required to obtain agreements in the form attached for filing with our regulators. These agreements are, by design, very basic and are designed only to meet our regulatory requirements. We understand that you likely have a standard form agreement as well and do not anticipate a problem in working with it in addition to what our regulators require. Please forward it to me for our review. We will also need a completed Commercial Credit Application (attached) in order to get you approved for a direct bill account.

I have taken the liberty of attaching our retail rate card for Hawaii as well. 2016 rates will remain the same as 2015. Under our Hawaii tariff, net rates are available based on anticipated volume of business. If you are interested in setting up in Hawaii, please let me know the number of seats sold in the last twelve months so that I can get you an appropriate rate card.

Obviously we will need to work out your protocols for booking and confirmation, but we are accustomed to working with a variety of customers and I do not anticipate any issues. You can reach me at the email address and telephone numbers below or at 808-772-5700 x110 or 808-283-0437 (cell).

Thank you,



Jack Roemer
Chief Financial Officer
SpeediShuttle Washington, LLC
1237 S. Director St.
Seattle, WA 98108
Tel: 206-693-7110 | Cell: 206-456-6787 | Fax: 206-566-5982
www.speedishuttleseattle.com | JackR@speedishuttleseattle.com

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From: Phil Stutzman [<mailto:phil.stutzman@wmph.com>]

Sent: Tuesday, November 24, 2015 12:16 PM

To: Sales SEA <sales@speedishuttleseattle.com>

Subject: Net contract

Greetings:

WMPH Vacations is a major wholesaler and retailer of cruise and cruisetour products throughout the world.

In 2015 we have brought over 12,000 guests to Alaska with approximately 60% going through Seattle.

Understanding that you just started operations in May and are still operating says that we need to discuss opportunities with you beginning with the 2016 Alaska season.

Please contact me at your earliest convenience.

Kind regards,

Phil

Philip C. (Phil) Stutzman
V.P. Product Development
WMPH Vacations
pstutzman@wmph.com

561-288-8204 Direct | 1-800-427-8473, Ext 7890 | 941-827-9890 Fax
220 Congress Park Drive, Suite 330 | Delray Beach, FL 33445



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Download our free Cruise Finder iPhone & Android App at
www.icruise.com/mobileapps

From: J Roemer <JackR@speedishuttleseattle.com>
Sent time: 11/24/2015 01:21:48 PM
To: Phil Stutzman <phil.stutzman@wmph.com>
Subject: RE: Net contract
Attachments: 2016 Seattle Discounted Rates.pdf 2016 Wholesale Shared Ride Rate Agreement 10-31-15.pdf 2016 Wholesale Exclusive Rate Agreement 10-31-15.pdf Commercial Credit Application - SEA.PDF 2015 Hawaii Seat-In Retail Rates.pdf

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2016 Wholesale Rate Card

One-Way Seat In per Passenger Between Sea-Tac and				
Zip Code	Area	Retail	Discount	Net Rate
98101	Downtown Seattle	15.99	1.60	14.39
98109	Seattle/Queen Anne	15.99	1.60	14.39
98104	Seattle/Downtown	15.99	1.60	14.39
98121	Seattle/Denny Regrade/Pier 66	15.99	1.60	14.39
98154	Seattle/Safeco Plaza	15.99	1.60	14.39
98122	Seattle/Central Area	17.99	1.80	16.19
98102	Seattle/Eastlake	20.15	2.01	18.14
98112	Seattle/Madison Park	20.49	2.05	18.44
98119	Seattle/Queen Anne/Pier 91	20.99	2.10	18.89
98195	UW Campus	21.49	2.15	19.34
98105	Seattle/Univ. District	21.99	2.20	19.79
98004B	Bellevue Hotels	22.00	2.20	19.80
98005B	Bellevue Hotels	22.00	2.20	19.80
98006B	Bellevue Hotels	22.00	2.20	19.80
98007B	Bellevue Hotels	22.00	2.20	19.80
98008B	Bellevue/Crossroads Hotels	22.00	2.20	19.80
98052B	Redmond Hotels	25.00	2.50	22.50

- Car Seats are strongly encouraged for children ages 5 years and under may be rented for \$5.00 based on availability.
- Rates include baggage handling (2 bags per person). Additional baggage charges apply.
- Rates are inclusive of all taxes and are non-commissionable.
- Cancellations must be made with at least two (2) hours notice for shared service .
- Gratuity not included.

One-Way Exclusive Shuttle Between Sea-Tac and				
Zip Code	Area	Retail	Discount	Net Rate
98101	Downtown Seattle	128.80	12.88	115.92
98109	Seattle/Queen Anne	128.80	12.88	115.92
98104	Seattle/Downtown	128.80	12.88	115.92
98121	Seattle/Denny Regrade/Pier 66	128.80	12.88	115.92
98154	Seattle/Safeco Plaza	128.80	12.88	115.92
98122	Seattle/Central Area	129.95	13.00	116.96
98102	Seattle/Eastlake	147.20	14.72	132.48
98112	Seattle/Madison Park	149.50	14.95	134.55
98119	Seattle/Queen Anne/Pier 91	151.80	15.18	136.62
98195	UW Campus	156.40	15.64	140.76
98105	Seattle/Univ. District	158.70	15.87	142.83
98004	Bellevue	163.30	16.33	146.97
98005	Bellevue	157.55	15.76	141.80
98006	Bellevue	157.55	15.76	141.80
98007	Bellevue	157.55	15.76	141.80
98008	Bellevue/Crossroads	171.35	17.14	154.22
98052	Redmond	203.55	20.36	183.20

- Car Seats are strongly encouraged for children ages 5 years and under may be rented for \$5.00 based on availability.
- Rates include baggage handling (2 bags per person). Additional baggage charges apply.
- Rates are inclusive of all taxes and are non-commissionable.
- Cancellations must be made with at least twenty-four (24) hours for exclusive service in order to be eligible for a full refund.
- Gratuity included.

	Area	Retail	Discount	Net Rate
Hourly	Statewide (Minimum Two Hours)	115.00	11.50	103.50



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