



On Jun 14, 2015, at 3:45 PM, Philip Broderick <p.broderick@intercruises.com> wrote:

Jack,

Is there any way you can match our rates of \$14 per person we presently have with our current operator?

Philip Broderick

Vice President Gulf and West Coast Operations
Intercruises Shoreside and Port Services

Phone: (+1) 206.219.5342

Mobile: (+1) 206. 271.3444

Fax: (+1) 206. 407.3662

23825 22nd Ave West

Bothell, WA 98021

e-mail: p.broderick@intercruises.com

www.intercruises.com

From: Jack Roemer [<mailto:jackr@speedishuttleseattle.com>]

Sent: Wednesday, May 27, 2015 2:27 PM

To: Philip Broderick

Cc: CecilS Morton

Subject: SpeediShuttle Seattle

Hi Philip,

I am SpeediShuttle's Chief Financial Officer. Cecil Morton indicated he had met with you and that you were interested in a proposal from us for Seattle airport transportation. Since I am sure that Cecil explained our service platform and our customer focused philosophy, I will keep this short.

Attached are two very simple agreements: one for shared ride and one for exclusive transfers. The agreements are purposely kept simple since we are required to file them with the Washington Utilities and Transportation Commission. We can enter into supplemental agreements that do not have to be filed publically so long as they do not conflict with the terms of the filed agreements. Please let us know if you have any questions or comments. We look forward to the opportunity to work with InterCruises!

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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Seattle's premier airport shuttle service, airport greeting service and black car & limousine service.

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From: J Roemer <JackR@speedishuttleseattle.com>
Sent time: 06/15/2015 08:23:06 AM
To: Philip Broderick <p.broderick@intercruises.com>
Cc: CecilS Morton <csm@speedishuttleseattle.com>
Subject: RE: SpeediShuttle Seattle
Attachments: 2015 Wholesale Shared Ride Rate Agreement 4-20-15 WRITEABLE.PDF 2015 Wholesale Exclusive Rate Agreement 4-20-15 WRITEABLE.PDF

Good morning, Philip.

Because our shared ride business is regulated by the Washington Utilities and Transportation Commission and because our shared ride net rate agreements are filed publicly, we really can't reduce your net rates below \$14.39 (Pier 66) and \$18.89 (Pier 91) for shared ride. What we can do is work with your team to bundle reservations to book exclusive shuttles. At your rates of \$115.92 (Pier 66) and \$136.62 (Pier 91) the rate per person would be significantly less than \$14 with 10 people in a group. Another advantage of an exclusive shuttle for your guests is that the shuttle is dedicated to your guests and will not make any other stops or carry any other passengers.

Thank you,



Jack Roemer
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From: Philip Broderick [mailto:p.broderick@intercruises.com]
Sent: Sunday, June 14, 2015 6:45 PM
To: J Roemer
Cc: CecilS Morton
Subject: RE: SpeediShuttle Seattle

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Philip Broderick

Vice President Gulf and West Coast Operations

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Cc: CecilS Morton
Subject: SpeediShuttle Seattle

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SS 0647

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Please let us know if you have any questions or comments. We look forward to the opportunity to work with InterCruises!
Thank you,



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2015 Wholesale Shared Ride Rate Agreement

Agency: _____
Agency Contact: Name: _____ Email: _____
Phone: _____ Fax: _____
SpeediShuttle Seattle: SpeediShuttle Washington, LLC d/b/a SpeediShuttle Seattle Cert. # C065854

This agreement ("Agreement") is by and between Agency and SpeediShuttle Seattle (the "Parties"). The Parties hereby agree as follows:

- A. **Term**
The Agreement is effective for shared ride sales made and booked with SpeediShuttle Seattle from the WUTC Approval Effective Date through _____.
- B. **Net Rates**
Agency shall be billed at net rates for services at the rates set forth of **Exhibit A** hereto. Rates will be determined by SpeediShuttle Seattle annually. Any shared ride services not specifically provided for will be quoted to Agency on request.
- C. **Payment**
Payments are due net, thirty days from receipt of invoice. Late payments will be assessed a finance charge of 1 ½% per month.
- D. **Bookings**
All bookings must be made by reservation, in advance. Bookings must specify arrival and departure times, pickup and drop off location and flight information. Incomplete bookings will be rejected. Bookings must be made at least twenty-four (24) hours in advance. SpeediShuttle Seattle will not accept vouchers for transportation that is not evidenced by a reservation made by Agency. Vouchers, if any, will not be returned to Agency.
- E. **Insurance**
SpeediShuttle Seattle will maintain policies of insurance in not less than the amount required by regulatory bodies including the Washington Utilities and Transportation Commission and the Port of Seattle at its own cost and expense.
- F. **Indemnification**
SpeediShuttle Seattle will indemnify and hold harmless Agency, its officers, employees and agents against and from all claims, suits, judgments, losses, damages, fines or costs resulting from any claim, suit or demand by any third party, including but not limited to, injuries to or deaths of persons or loss of property arising out of the provision of services under this agreement.
- G. **Notices**
Notices related to this agreement shall be in writing and sent via certified mail to:

To SpeediShuttle Seattle:
SpeediShuttle Washington, LLC
1237 S. Director St.
Seattle, WA 98108
Attn: Cecil S. Morton

To Agency:

2015 Wholesale Shared Ride Rate Agreement 4-20-15 WRITTEABLE.PDF

H. General Provisions

- a. All services shall be provided in compliance with all applicable laws and regulations and shall be performed in a high-quality and safe manner.
- b. SpeediShuttle Seattle shall not be liable for delays due to circumstances beyond its control.
- c. Regulated rates provided in this Agreement are not valid unless and until they are approved by the Washington Utilities and Transportation Commission.
- d. In the event Agency fails to comply with any of the terms and provisions of this Agreement, SpeediShuttle Seattle may, at its sole option, cease providing services without obligation to Agency.
- e. Any modifications to this Agreement must be in writing, signed by both parties and, if required approved by the Washington Utilities and Transportation Commission.

Each of the undersigned represents and warrants that he or she is duly authorized to execute this Agreement on behalf of the entity first indicated below. This Agreement is subject to regulatory approval by the Washington Utilities and Transportation Commission. SpeediShuttle Seattle will notify Agency within two (2) business days of receiving approval or denial from the Commission.

SpeediShuttle Washington, LLC

Signature

Signature

Printed Name

Printed Name

Title

Title



Exhibit A
2015 Wholesale Shared Ride Rates

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

- All rates are per person fares and apply to passengers occupying a seat.
- Cancellation Policy – Reservations must be cancelled at least two (2) hours prior to the scheduled pickup time. No shows are chargeable at full net rates above.
- Baggage Policy – Two standard size bags per passenger. Additional baggage or oversize baggage will be at an extra charge.
- Gratuity not included.
- Reservations can be made up to twenty-four (24) hours prior to the scheduled pickup time by telephone to (844) 877-3334 or (206) 693-7100, by email to reservations@speedishuttleseattle.com or by fax to (206) 566-5982.
- Our call center is available 24 hours per day at (844) 877-3334 or (206) 693-7100 to respond to guests' questions or changes.

Arrival Procedures

We monitor incoming flights. Guests will be greeted in baggage claim with a name sign on arrival and directed to their shuttle. Please have them look for our greeters holding a SpeediShuttle sign.

Departure Procedures

Departures will be confirmed with the guests the day prior to the scheduled pickup by telephone or email. Due to the nature of shared ride service guests should be at the pickup point fifteen minutes prior to their scheduled pickup time and all fifteen minutes after their scheduled pickup time.