

December 4, 2008

Mark Dettle, Director
City of Santa Cruz, Public Works Department
809 Center Street
Santa Cruz, CA 95060

Dear Mr. Dettle:

Few sectors in the world economy surpass transportation in terms of their importance for human development, prosperity, and environmental health. At the same time, there are tremendous obstacles for those entering the transportation field with any kind of new technology, regardless of the proposed solution. A new concept, such as personal rapid transit (PRT), must be solidly prepared and thoroughly examined in order to maximize the chances of successful implementation.

Our approach to the Santa Cruz RFQ is based on many years of work with some of the most prestigious players in the burgeoning field of automated transportation. Aspects such as technical alternatives, social issues, land use possibilities, clean energy, political implications, financial solutions, and much more, need to be fully addressed before choosing specific PRT technology and development partners. GTF's co-founder Christer Lindstrom was instrumental in attracting PRT technologies to Sweden and ensuring their acceptance and implementation. He firmly believes that Santa Cruz and UCSC will greatly benefit from a PRT system and will bring his experience, expertise, and energy to Santa Cruz to ensure that the project will be successful.

GTF believes that the next step for Santa Cruz to develop a commercial PRT system is to clearly define the project. Our response to the Santa Cruz RFQ discusses this project definition phase, including what the phase will look like and how the participants will interact. We make a point not to directly specify PRT technologies, routes, or financial requirements. This, we believe, is the goal of a future phase and can only be discussed credibly once we have a fully defined project. We also explain why GTF is uniquely suited to help bring PRT to Santa Cruz. While our RFQ response does not directly provide a statement of qualifications, we do talk about the following key components that GTF brings to this project:

- Encitra, a unique and powerful software simulation tool, used to visualize change through various implementation scenarios and alternatives in real-time Internet-based 3D
- Solid partnership with the Institute for Sustainable Transportation (Sweden), the world's leading organization in Podcar planning and research, and the key player in the successful implementation of the Vectus test track in Uppsala, Sweden
- Strategic partnerships with strong local firms who are well-qualified to develop and implement PRT technologies in Santa Cruz
- Political leverage through the personal networks of Mr. Christer Lindstrom and Mr. Ron Swenson (GTF co-founders) in California, other parts of the United States, Sweden, and Europe
- Strong financial backing through partnerships with key funding stakeholders
- Long-term association with key researchers in the United States, Europe, and Asia

We salute the City of Santa Cruz for taking this first step in adopting a dynamic new technology to solve some of the city's pressing traffic issues in the most environmental way possible.

Sincerely,



Mark Dure-Smith, Chief Project Coordinator, GTF Inc.