1	THE PUBLIC UTILITIES COMMISSION
2	OF THE STATE OF SOUTH DAKOTA
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4	IN THE MATTER OF THE APPLICATION OF TC11-087
5	NATIVE AMERICAN TELECOM, LLC FOR A CERTIFICATE OF AUTHORITY TO PROVIDE
6	INTEREXCHANGE TELECOMMUNICATIONS SERVICES AND LOCAL EXCHANGE SERVICES IN SOUTH DAKOTA
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8	Transgript of Proceedings
9	Transcript of Proceedings September 10, 2013
10	=======================================
11	BEFORE THE PUBLIC UTILITIES COMMISSION,
12	GARY HANSON, CHAIRMAN CHRIS NELSON, VICE CHAIRMAN
13	KRISTIE FIEGEN, COMMISSIONER
14	COMMISSION STAFF Rolayne Ailts Wiest
15	John Smith Karen Cremer
16	Kristen Edwards Greg Rislov
	Brian Rounds
17	Patrick Steffensen Brittany Mehlhaff
18	Darren Kearney Eric Paulson
19	Deb Gregg Sherry Dickerson
20	
21	APPEARANCES
22	Scott Swier, Native American Telecom Jay Shultz, Native American Telecom Phil Schopkophore, Sprint Communications
23	Phil Schenkenberg, Sprint Communications
24	Reported By Cheri McComsey Wittler, RPR, CRR
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              TRANSCRIPT OF PROCEEDINGS, via the internet,
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     held in the above-entitled matter, at the South Dakota
     State Capitol Building, 500 East Capitol Avenue, Pierre,
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     South Dakota, on the 10th day of September, 2013,
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     commencing at 9:30 a.m.
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CHAIRMAN HANSON: We will take up

Telecommunication Docket TC11-087, In the Matter of the

Application of Native American Telecom, LLC For a

Certificate of Authority to Provide Interexchange

Telecommunications Services and Local Exchange Services

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in South Dakota.

The question before the Commission is today shall the Commission grant Sprint's Motions to Quash Deposition Notices?

And we will take those in an order of Sprint's Motion to Quash Deposition Notice to Farrar. We'll move to Motion to Quash Deposition Notice of Sprint. Then we will move into the separate deposition -- the requests.

And after those, we will move to -- excuse me, NAT specific deposition topics and deposition notice of Sprint. Then we'll move to Sprint's request for fees.

And it seems like I missed one there. It seems like there's a lot more than that. If I did, catch me as we go through the process.

What I would like to do is argue -- have the arguments on Sprint's Motion to Quash Deposition Notice of Farrar first and argue those points. Please be brief. We've had numerous exchanges on this information, and I'd like you to stick to the point, if you would.

We will then rule on that and move to Sprint's

Motion to Quash Deposition Notice of Sprint, argue, and rule on that.

So first up is Sprint's Motion to Quash. So Sprint, you have the floor.

MR. SCHENKENBERG: Thank you, Chair Hanson, members of the Commission. This is Phil Schenkenberg from Briggs & Morgan in Minneapolis on behalf of Sprint.

Can you hear me okay?

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CHAIRMAN HANSON: We hear you fine. Thank you.

MR. SCHENKENBERG: At your request I will begin with our Motion to Quash the Deposition Notice of Randy Farrar. We are essentially asking for an order that Mr. Farrar need not appear for a deposition as noticed by NAT.

Mr. Farrar is a Sprint employee who has now filed expert opinion testimony regarding NAT's application for a Certificate of Authority.

Our argument on Mr. Farrar's Notice emanates from the Civil Rules of Procedure. We set out the applicable rule on page 5 and 6 of our Brief. I'm not going to repeat that.

But essentially under the civil rules, which apply here in this case, a party is required to serve Interrogatories to obtain the subject matter of an expert witness's testimony and the facts on which that expert

will rely.

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As a matter of litigation practice then, you show up at the hearing, and you cross-examine the witness on the stand, and the judge or the jury or in this case the Commission can evaluate that testimony. And that applies -- that's the default rule in civil litigation, including complex litigation in the State of South Dakota.

A party that wants more than that has to come to court, convince the judge or in this case the Commission that there's a compelling reason that that's not enough, and must agree to pay for the expenses of the expert and the attorney for the party on the other side.

As we explained, NAT simply violated the rule, didn't follow the rule, served the notice. We met and conferred, served it again, forcing us to bring the Motion rather than NAT to bring the Motion.

NAT's only legal argument in the Brief is that the rule in Federal Court is different. Which might be true. But we're not in Federal Court. And here the State Court rules apply, and we think you ought to enforce those rules.

NAT has no compelling reason why it can't simply cross-examine Mr. Farrar at the hearing. Mr. Farrar has provided opinion testimony. We did not have a Reply

Brief so I want to very briefly respond to one thing that
NAT said about Mr. Farrar's testimony in its Brief.

NAT said that Mr. Farrar had made broad sweeping accusations that Sprint has been forced to pay NAT's exorbitant rates and that Sprint is losing money due to the access charges that were billed. And that's simply not in Mr. Farrar's testimony.

There aren't any cites to his testimony in the Brief. It's a statement that's not cited -- for which there are no cites. And if Mr. Shultz has such cites, he ought to provide them. But I've read the testimony again. That's not something that Mr. Farrar said.

These are opinions that rely on documents provided by NAT and other publicly available information. He can be cross-examined, and you can decide whether you agree with those opinions and accept those or not. And that's all I have on Mr. Farrar.

Thank you.

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CHAIRMAN HANSON: Thank you.

Mr. Shultz.

MR. SHULTZ: Thank you, Mr. Chair, members of the Commission.

Here it's, you know, customary and normal practice in South Dakota to take opposing expert -- testifying expert's depositions. I mean, that's been a

routine customary practice in my 29 years of experience practicing law in South Dakota.

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And, as I indicated, our civil practice rules, our rules of procedure, are essentially adopted from the federal rules. Unfortunately, from time to time our rules don't get updated as the federal rules get updated. And so what now is, you know, standard practice in the federal courts to allow for depositions of experts, the South Dakota rules have not quite kept up with that.

And technically, yes, Mr. Schenkenberg is right.

NAT would be forced to file a motion, have it heard

before the Commission as to why it needs a deposition of

the opposing expert. And, of course, Sprint is relying,

you know, largely on the testimony of its expert to

support what we contend are broad sweeping allegations of

sham entity, traffic pumping.

It's fine to make these allegations and assertions, but to be able to support them, back them up, you know, it's unprecedented that a party is not allowed discovery. The door swings both ways.

And, of course, they're not arguing this is privileged material, attorney-client, or otherwise any other protection. They're not claiming that we're trying -- NAT is trying to discover trade secrets or any confidential, highly sensitive, you know, information

1 from Sprint.

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But at the end of the day NAT is required its full -- it should be entitled to its full opportunity to discover all facts and present those to the Commission.

We're not talking about here admissibility.

And, of course, we can cross that bridge when we get
there. But to close the door, slam the door, in NAT's
face at this stage of the proceeding and not allow any
discovery on -- you know, Sprint essentially has given
NAT zero in the way of discovery.

We have bold, sweeping accusations being made, tossed about, by Sprint. And, you know, NAT is entitled to probe. And, you know, what are the facts supporting these allegations?

It's entitled to find out, for example, what the terminating access rates that Sprint's own subsidiary companies are charging for local exchange traffic. And to say on one instance that NAT is -- their application is not in the public interest, which is a conclusion that Mr. Farrar gives in his direct testimony, and then not allow NAT to discover from Sprint what Sprint is paying other local exchange carriers for terminating access fees across the country, which we have good reason to believe is substantially higher, for higher volume, much, much

higher volume than what NAT traffic being terminated is, is simply unfair.

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You know, it's not a fair fight to allow Sprint through its expert to make these bold, unsupported accusations and then hide behind the veneer that, you know, this is NAT's application, they should stand arise on NAT's own.

But in the same regard for Sprint to come forward and assert that this is not in the public interest to -- you know, NAT's rates, terminating access rates are, we believe, some of the lowest, if not the lowest, access rates in the nation. And certainly in South Dakota.

You know, so to say with a broad brush that the application put forth by NAT is not in the public interest and then hide behind the cloak of, well, this is not relevant, you know, relevancy is a broad, you know, standard and discovery is the hallmark of our system.

And it's designed to get at the truth.

So to slam the door in NAT's face at this early stage and not allow it to discover the basis and the facts supporting Mr. Farrar's direct testimony and conclusions we think is not supported by the law and the Motion to Quash should be denied.

That's all I have.

1 CHAIRMAN HANSON: Thank you. 2 Ms. Cremer, did you have anything? 3 MS. CREMER: Staff has nothing. Thank you. 4 CHAIRMAN HANSON: Thank you. 5 Ms. Wiest, did you have anything at this time? 6 MS. AILTS WIEST: Well, I would just ask NAT, to 7 the extent that Sprint pointed out the statute, why 8 didn't NAT come with the motion? 9 Or do you think that the Commission considering 10 this issue now would comply with that statute since we 11 are talking about whether to allow the deposition of the 12 expert? 13 MR. SHULTZ: Well, I was hopeful that, you know, 14 we wouldn't have to go to a hearing and separately 15 address, you know, what is essentially a discovery 16 It's no -- it's part and parcel of, you know, mechanism. 17 methods of discovery, including Interrogatories, requests 18 for admission, requests for production of documents. 19 And, again, I was hopeful that we wouldn't have 20 to be here facing arguments that, you know, we should 21 have first filed a motion. And, you know, the procedural 22 scheduling order that was entered encompassed and I think 2.3 envisioned the taking of depositions certainly of an

So I just was hopeful that we would avoid an

expert offering testimony in the case.

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- extra step by having to come forward and argue the merits
  of what otherwise is a routine, customary practice in
  contested cases in South Dakota.
- MS. AILTS WIEST: Well, but to the extent isn't that what we're doing now?

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- MR. SHULTZ: By virtue of this Motion to Quash the Discovery, yes.
- MS. AILTS WIEST: And then Mr. Schenkenberg brought up your quotes in your response in which you have in quotations that Sprint has stated that NAT's access rates are too high, and having to pay those access rates is causing Sprint to lose money.
- And where did you come up with those citations or quotes?
- MR. SHULTZ: Well, again, I'm drawing from the -- you know, Sprint's forceful accusation that this application for the Certificate of Authority is not in the public interest.
- And I'm not pointing to the testimony of Mr. Farrar, the most recent direct testimony, which was filed just last month at the end of August, August 30, I believe, but clearly that's the tenor of accusations, again broad and sweeping, being put forth by Sprint that --
- And I think as a bottom line we're talking about

what's best for the consumer here in South Dakota. And as far as the marketplace goes, Sprint is painting with a broad brush and saying that, you know, NAT shouldn't be allowed to do business and operate in South Dakota and that it's going to harm, in this case, the consumers, the public.

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And we want an opportunity to demonstrate that Sprint pays our higher access rates for terminating traffic -- or is being -- I mean, is being charged higher access rates for the terminating traffic, terminating calls, across the country than what it pays -- or what is being charged by NAT. And that the volume is substantially higher than what we're talking about in terms of NAT's terminating traffic.

MS. AILTS WIEST: That's all I have.

CHAIRMAN HANSON: Mr. Schenkenberg, did you have a rebuttal?

MR. SCHENKENBERG: I will be brief. Thank you. And I will not -- I believe Mr. Shultz bled into some of the relevance arguments that will be taken up with respect to the second deposition notice. I'm not going to respond to those because we haven't objected on relevance grounds. We've objected to this deposition under the rules.

Very briefly, in response to Ms. Wiest's

1 question, these deposition notices were served twice. 2 They were served once, and we had a meet and confer. And at that meet and confer we had these discussions, 3 Mr. Shultz and I. 4 5 And the way we left it was he was going to 6 reserve them and force us to bring a Motion to Quash 7 rather than bring a Motion For Permission, which I think 8 is just wrong under the rules and bad practice. Second, in response to the question from 10 Ms. Wiest, if Mr. Shultz is not pointing to Mr. Farrar's 11 testimony with respect to those broad sweeping 12 allegations, then there is no reason to take a deposition 13 of Mr. Farrar. There's no compelling reason. 14 He's got the statement of opinions. He's got 15 all the facts on which Mr. Farrar relies. They're all in 16 his testimony. And if they are baseless and unsupported, 17 he can skillfully cross-examine Mr. Farrar at the 18 hearing, and he will agree with him they're baseless and 19 unsupported. But that's the way we ought to proceed. 20 Thank you. 21 CHAIRMAN HANSON: Thank you. 22 Questions by the Commission? 2.3 Commissioner Nelson? 24 COMMISSIONER NELSON: One question for

Mr. Schenkenberg. I understand your argument based on

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the procedural rules. But, I mean, does Sprint really
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     have any opposition to allowing this deposition to help
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     all of us get to the basis of the facts and the opinions
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     that are involved here as quickly as possible so that we
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     can get this resolved?
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              Is there any real opposition to that?
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              MR. SCHENKENBERG: Thank you, Commissioner.
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     There is opposition to that. This is going to take time.
     It's going to be expensive. And when we prefiled the
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     testimony we filed all of Mr. Farrar's opinions. NAT has
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           The Commission has them.
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              All of the facts on which he relies are
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     contained in or referenced in that testimony. There are
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     citations to transcripts, documents, numerous
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     attachments. You have it all, and NAT has had it all
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     since the 30th of August. There isn't a need to take a
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     deposition to obtain the opinions and facts of
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     Mr. Farrar.
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              COMMISSIONER NELSON:
                                    Thank you.
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              CHAIRMAN HANSON: Commissioner Fiegen.
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              COMMISSIONER FIEGEN:
                                    Yes, for Mr. Shultz.
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     Sprint asked -- or in his testimony talked about the
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     repayment of the expert witness and the attorney fees.
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              MR. SHULTZ:
                           Right.
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COMMISSIONER FIEGEN: I think in your Brief you

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     said expert witness and expenses associated with that.
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     Would that be the attorney fees also?
              MR. SHULTZ: Well, the rules are clear about
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     that, that an expert fee is owed. It doesn't speak in
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     terms of attorney fees. But -- and we've indicated to
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     Sprint that we are -- will gladly pay the expert fees
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     associated with taking the deposition, including the
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     preparation of the testimony to be given at the
     deposition, and consistent with the rules.
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              So originally we set these depositions to take
     place in Sioux Falls. Sprint objected and said if
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     they're going to go forward, we're going to do them, we
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     insist on doing them at our home office, regional office
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     in Overland Park, Kansas. And we have no problem with
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     that.
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              So, yes, we fully intend to comply with, you
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     know, paying the expert witness to come, give his
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     deposition testimony and, to prepare for the
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     deposition --
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              COMMISSIONER FIEGEN: Okay. Thank you.
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              MR. SHULTZ: -- in Overland Park.
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              CHAIRMAN HANSON: Are there any further
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     questions?
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              Ms. Wiest?
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                                Yes, to NAT.
                                               Then NAT's
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MS. AILTS WIEST:

position is essentially that you are required to file a motion, but you just didn't file the motion?

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MR. SHULTZ: I think technical, again, reading of the rule in South Dakota, which is antiquated -- again, I haven't kept pace with the federal rules which freely allow without leave of court or an administrative body, you know, the requirement to first come with a motion.

And that is antiquated practice. And it largely is not -- I can tell you customary practice in South Dakota is both sides, because they feel it necessary, will take the opposing parties' expert deposition.

And in many ways that's the only way to really snuff out what we're talking about in terms of basis and the factual support for expert opinions. And, I mean, it's a critical phase of many cases when it comes to expert testimony, much like it is here. It's largely dependent on, you know, the testimony brought forth by experts.

So technically the answer to that is yes. Under the rule NAT would first have to come to the Commission with a motion to show why it is necessary to take the other side's expert. And we just contemplated in this case that, you know, this is just another discovery

vehicle and to avoid an extra step and embroiling or involving the Commission in a discovery spat that we could work this out and come to an agreement.

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And I guess in this case, not surprisingly,

Sprint is throwing up, you know, many roadblocks to -- it

doesn't -- it would prefer to not present any background

evidence to support its expert opinions or its -- you

know, its contentions in this case and force NAT to

provide all of its evidence.

But discovery doesn't work like that. And relevancy is a broad -- it's anything, any matter that's related to the subject of the contested case, including the claims being put forth by all parties, including in this case Sprint and the other Interveners.

So, again, rather than slam the door in NAT's face, not allow any discovery, again, it's a truth seeking endeavor, which is really at the base of our -- you know, our civil justice system, including a contested case such as this, we think is a drastic remedy, this Motion to Ouash.

MS. AILTS WIEST: But with respect to the Farrar deposition, I don't see how NAT avoided coming before the Commission because now we're here because there's a Motion to Quash because you didn't follow what the statute stated.

MR. SHULTZ: Well, I guess, in answer to that, you know, I think the same arguments that would have been presented at that hearing, you know, are being presented at this proceeding. And, you know, we're still talking about the same thing.

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Again, we were willing to accommodate Sprint's request that the deposition take place in Overland Park, that the expert be paid for his time, giving the deposition, and preparing his testimony for the deposition.

And, again, it's, you know, freely countenanced under the federal rules. And, again, the custom and practice in South Dakota is for expert depositions to be on both sides to be freely allowed. And this really is no different.

The parties are making use of all the rules of procedure, including the Motions For Summary Judgment, Motions to Compel, Motions, you know -- Request For Production of Documents, Requests for Admissions. And so in that regard we didn't think we needed to go back to square one and redraw what is custom and practice in any other case.

CHAIRMAN HANSON: Thank you. As I'm looking at this, and I'm not sure whether I'm going to formulate a question -- I think I am -- are we not arguing a point

- that if we, in fact, decide that regardless of what 1 2 common practice may or may not be -- and I don't know 3 what the weight is of how many go through the process of 4 filing ahead of time and following the South Dakota Law on it. 6 In my experience I don't know that I've ever 7 seen it not done that way. So I suspect the common 8 practice is to follow the law, and we certainly want to follow the law here. However, if we -- if we denied --10 excuse me. If we granted Sprint's Motion to Quash, would NAT then just simply turn around and file and then we'd 11 12 be right back with the same question again? MR. SHULTZ: I believe that is the case,
- 13 14 Mr. Chair.
- 15 MS. AILTS WIEST: I assume they would file the 16 motion.
- CHAIRMAN HANSON: And then we'll have the same 17 18 arguments all over again.
- 19 MS. AILTS WIEST: I would ask Mr. Schenkenberg 20 if he would have additional arguments if such a motion 21 was filed.
- 22 CHAIRMAN HANSON: Mr. Schenkenberg.
- 23 MR. SCHENKENBERG: Thank you, Mr. Chair, members 24 of the Commission.
- 25 I think my position would be on such a motion

that on these papers NAT has not identified a compelling reason why the default under the rules -- and, in fact, a rule that was amended in 2011 and is not antiquated, why that's not sufficient to go to trial like is required in civil procedure in State Courts in South Dakota.

So if the question -- if the Commission wants to move to the question of whether NAT has demonstrated a need under Rule 26 to have more than Interrogatories, then I think you can do that on this record, and you ought to find that NAT has not.

CHAIRMAN HANSON: Thank you.

Any further questions?

Commissioner Nelson, go ahead with your motion.

COMMISSIONER NELSON: I move that we grant

Sprint's Motion to Quash.

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CHAIRMAN HANSON: Thank you.

Discussion on that motion? And I'll allow you to go first.

COMMISSIONER NELSON: Thank you. I appreciate the discussion on both sides today. And, frankly, I agree with much of what Mr. Shultz has said today, right up to the point where he says the law is antiquated and, therefore, we don't have to follow it.

And I can think of several laws that I'd love to find antiquated and not follow. But that's not what

we're called to do. We're called to follow the law, follow the procedure so that both sides are treated fairly under the law. And I find at this point that NAT has not done that and, therefore, I think it's appropriate that we grant the Motion to Quash.

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And, yeah, might we be right back here arguing this again. But at least we're going to be arguing it based on the law and not something else.

So with that would I ask support of the motion. CHAIRMAN HANSON: Thank you.

Further discussion on the motion?

I will just say that I appreciate that motion.

I've struggled with this on the basis that certainly we want to follow the law in every aspect and dotting the Is and crossing the Ts.

And as I read Sprint's arguments for denial -excuse me, denial of quash, I was looking at it from the
standpoint that creating the delay is really hard to
prove one way or another, whether it is or isn't. I
don't know that there's been anything sufficiently to
argue that point.

The fact that the Notice of Deposition was served in violation of South Dakota Law, I certainly am not a practicing attorney, and from my experience I don't -- like I say, I have -- I've never seen a

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situation where there wasn't a lot of papers that went
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     back and forth and filings of notice in order to take a
     deposition. And I just can't bring --
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              Even though we're looking at this from the
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     standpoint that we're going to -- it's going to be
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     deja vu all over again, I just can't bring myself to
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     trying to take that shortcut.
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              And I agree with Mr. Commissioner Nelson that we
     cannot shortcut the laws of the State of South Dakota.
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     So I will be supporting the motion.
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              Any further discussion?
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              If not, Commissioner Nelson.
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              COMMISSIONER NELSON:
                                     Aye.
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              CHAIRMAN HANSON: Commissioner Fiegen.
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              COMMISSIONER FIEGEN:
                                     Fiegen votes no.
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              CHAIRMAN HANSON: Hanson votes aye.
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              The motion carries.
              We then go to Sprint's Motion to Quash
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     Deposition Notice of Sprint. And we will allow argument
     on that.
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              MR. SCHENKENBERG:
                                 Thank you, Mr. Chairman.
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     This is Phil Schenkenberg.
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              In your introduction before we argued the Farrar
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motion you indicated this was going to be broken up into

Farrar, Sprint, and then kind of specifics of the topics

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in the document request. I wonder whether we can address the Sprint -- I think the Sprint notice can be considered out of the context of what the requests are. So I guess I would ask if we could address the entire Sprint notice together?

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CHAIRMAN HANSON: Yes. That is what I would prefer.

MR. SCHENKENBERG: Okay. Thank you.

The second deposition to talk about is the deposition of Sprint. And the procedural rules in the civil rules allow a litigant to depose an entity rather than a person to find out the knowledge -- the relevant knowledge and information in possession of the entity.

And we talked about this back a year ago, two years ago perhaps when Sprint and Northern Valley were having disputes over some of these similar issues. And I know I expressed at that time that this is a big obligation of an entity.

A corporate entity that's asked to collect all information it has on a topic, educate a representative witness on all that information, prepare the witness, put the witness up, and have that process go forward, it's a big obligation. And it's not something that should be taken lightly.

The legal standard to apply here again comes

from the rules. And relevance, as this Commission knows, is broad. Anything that might lead to admissible evidence is implied. But this is not without its boundaries. And, in fact, in this case we have litigated and you have set boundaries in this case.

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In 2012 when NAT tried to obtain substantive information from Sprint about Sprint's business practices, delivery of calls, its revenues, its pricing, the Commission issued an order, deliberated per these arguments, issued an order, finding the issue in the docket is whether NAT meets the requirements to get a certificate, not whether Sprint meets the requirements for a certificate.

That was the right result, and it's now what courts would call law of the case, which is a principle that when a court or in this case the Commission resolves a dispute, enters an order early in the case, that ruling applies throughout the case.

And so the standard to apply is not just the relevance rules but the standards you set back in May of 2012.

And our opposition to the Sprint deposition notice is based on the fact that the information requested, the documents that were requested as part of this notice and then in conjunction to the topics that

were identified for testimony, which cross-referenced the documents, have nothing to do with NAT's ability -- excuse me -- to meet the requirements for a certificate.

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NAT doesn't address your May 4, 2012, Order at all. Instead it makes the same argument you've already rejected, that Sprint's business activities bear on whether NAT can get a certificate. But NAT hasn't distinguished this discovery from the 2012 discovery. Your ruling applies now as it did then. And you ought to enforce it the same way that you did.

I'm not inclined to go through topic by topic, document by document on relevance because NAT didn't address it at all in its Brief. I can certainly do that if you'd like. But, again, it simply just ignored that concept in that order.

NAT did claim in its Brief that Sprint wants to hide what access rates it pays others for pumped traffic. And I would like to respond to that.

One of the Affidavits that we've submitted was an Affidavit of Regina Roach in which she testified that to her knowledge -- and this is her job. She manages the group responsible for access verification -- that Sprint has not knowingly paid access charges for pumped traffic, that the business practices in her group are to when you identify it as pumped traffic you dispute it. And that's

happened consistently in the State of South Dakota.

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So to the extent that NAT suggests that Sprint's trying to hide the access rates to pay for pumped traffic, that's not consistent with the record facts that you have before you.

The second substantive issue that we raise on this motion is the issue of burden. And burden outweighing relevance.

This was something that you did when we had a dispute with Northern Valley. You considered the relevance of questions that were many of the same questions NAT asks here, many of the same topics and documents.

And in that case there was a -- there were dollars at issue. There were financial ramifications. It was a complaint case that had impact, unlike in this case, which is an application for a certificate filed by NAT. So the relevance is even more attenuated here than it would have been there.

NAT didn't address the issue of burden, but we demonstrated through our Affidavits and our Brief that the burden of responding to many of these requests is significant, that it could take hundreds of man hours to try to find the information requested and, again, prepare information -- I'm sorry. Prepare a witness to know that

information, know how to answer the questions and then do so.

Again, I'm disinclined to talk through each one of these one by one, given that NAT hasn't addressed it in their Brief. Instead I think you ought to find that NAT's waived any argument on burden.

All it did in its Brief is say that the requests are narrowly tailored, without support, without citation, or without significant thought. Those requests are not narrowly tailored. There's a request for us to provide information on all the rates we've ever paid any RECs nationwide for conferencing traffic, far beyond this Commission's intrastate jurisdiction, far beyond what could ever be relevant even in a financial dispute between these two parties.

So we think you ought to do what you did, do the analysis you did back in the Northern Valley Sprint dispute and weigh the minimal, if any, probative value of this information, again, the burden requiring Sprint to respond.

Thank you.

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CHAIRMAN HANSON: Thank you.

Mr. Shultz.

MR. SHULTZ: Thank you, Mr. Chair, members of the Commission.

It's easy for the attorney and it's commonplace in these kinds of disputes for the attorney to use the word hundreds of man hours, it's overly burdensome to have to dig out documents.

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And the truth is on that that companies that are in business, and Sprint is no different, have at their ready access by a couple of clicks of a computer keyboard access to printed out documents. They pull those up on a monthly, if not a weekly, basis to present to their superiors or, you know, for the purposes of board meetings.

And NAT is not asking Sprint to create any documents. These are reports that are routinely kept, you know, and easily categorized and filed away in terms of rate DECs and access fees paid to carrier by carrier. And they're readily available in a moment's notice with a few clicks of a computer keyboard.

And we all know that this is not requiring somebody to go to a warehouse and search through banker's boxes of hard copies of documents and that are all over the country in several different offices. That is not 21st century business undertaken by a long distance carrier like Sprint.

So, yeah, it's easy for Mr. Schenkenberg to say that, oh, this is going to require that we take 18 of our

employees and task them with locating documents for three weeks. It's not true.

2.3

2.4

In fact, NAT in a corresponding way has devoted substantial time and effort in bringing forth and responding by producing documents in response to Sprint's discovery requests. And there have been many. There have been two or three sets now of discovery served by Sprint.

And so Sprint would like nothing more than to close the door, slam it in NAT's face, not allow any discovery of -- not allow NAT to probe, you know, Sprint through a corporate representative, which most likely would be Mr. Farrar as to its accusations leveled at NAT in this case regarding access stimulation.

And, again, we're early on in these proceedings. Any suggestion of delay can be laid at the doorstep of Sprint. They've foisted and resurrected every possible roadblock, whether it's payment of expert fees or, oh, you didn't file a motion for permission to take an expert deposition. These are all delay tactics.

So the unsupported accusation of unduly burdensome falls flat, I believe, again, in 21st century business practices.

With regard to each of the areas of -- and these are asking for Sprint to produce documents that already

exist, most likely in a computer database that is, again, easily accessible. And the corporate deposition is nothing more than to be assured that all the documents that are responsive to the request are produced, are, in fact, produced.

2.3

And, again, we're not talking about whether this information is necessarily admissible because we're not at that stage of the proceeding. We're not at the hearing stage. We're at the discovery stage where relevancy, again, is given a broad construction.

And NAT is entitled to discovery, through
Sprint's corporate representative, what its business
practices are in terms of access charges being paid to
local exchange carriers from elsewhere besides
South Dakota. And we think, and we have a well founded
basis for believing, that Sprint is paying far, far, far
more in terms of access fees for terminating its long
distance traffic to other local exchange carriers than
what NAT proposes to charge Sprint.

So we would ask again that this Motion to Quash, which is otherwise considered part and parcel of common practice and procedure, should not -- you know, not be granted, and NAT should be given its full opportunity to discover these facts and bring them forward at the time of the hearing in this matter.

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1
              MR. SCHENKENBERG: Mr. Chairman, may I respond
2
     briefly?
 3
              CHAIRMAN HANSON:
                                I'm just looking at Ms. Cremer
 4
     to see if she has anything at this juncture.
 5
              MS. CREMER: Staff takes no position on this
 6
    motion.
7
              CHAIRMAN HANSON:
                                Thank you.
8
              Please, go ahead, Mr. Schenkenberg.
9
              MR. SCHENKENBERG: Thank you. I feel compelled
10
     to respond as to Mr. Schultz's statement that the
11
     information in our supporting Affidavit is not true.
12
              I was not -- I didn't say hundreds of man hours
     because I made that up. I said hundreds of man hours
13
14
     because it's supported by the Affidavit of someone whose
15
     job it is to know what is available and how you get it.
16
              I haven't interacted with Mr. Shultz other than
17
     in the last couple of months. I don't believe he has any
     knowledge about Sprint's actual capabilities. And we
18
19
     rely on Affidavits. So I strongly object to any
20
     suggestion either I'm making up numbers or that our
21
     employees filed false testimony.
22
              Thank you.
2.3
              CHAIRMAN HANSON:
                                Thank you.
24
              I'll go to questions. And, Mr. Shultz, on
25
     your -- you stated that NAT's access rates are -- that --
```

excuse me. That Sprint has stated that NAT's access
rates are too high and that having to pay these access
rates is causing Sprint to lose money.

2.3

It seems like that may have been said, but I cannot find where it was stated in any of the documents.

Do you have a reference for that?

MR. SHULTZ: Mr. Chair, again, I'm going on what is the general thrust of Sprint's argument going to the public benefit in this case of offering to consumers in South Dakota, whether on or off the reservation, the opportunity to, you know, take advantage of far below -- you know, lower access fees, and to enjoy the benefits of, you know, free conference calling, for example.

CHAIRMAN HANSON: So you don't have a reference point where you can say that -- on your quote that having to pay these access rates is causing Sprint to lose money?

MR. SHULTZ: No. I was just paraphrasing what I believe is the thrust and the general tenor of Sprint's accusations in this case.

CHAIRMAN HANSON: Thank you.

COMMISSIONER FIEGEN: Could I just ask a follow up on that, please.

Mr. Shultz, on September 6 when you submitted it and signed it on page 5 it is in a quote. So normally,

you know, what Commissioner Hanson is asking, it's in a quote so it has to be -- how did you put it in a quote on what you filed on September 6?

2.3

MR. SHULTZ: Again, I'm not pointing to any specific testimony or, you know, references because we don't have, you know -- all I was doing was summarizing the general basis in the overall, you know, tenor of what Sprint is putting forth in this case as going towards specifically the public benefit.

COMMISSIONER FIEGEN: Okay. I just misunderstood. Because usually when I read something in a quote I try to look where somebody said that. So it was my misunderstanding in how your Brief was filed or your information was filed on September 6, I guess.

MR. SHULTZ: I understand.

CHAIRMAN HANSON: Further questions?

Commissioner Nelson?

COMMISSIONER NELSON: For Mr. Shultz, if I could just make sure we're very clear on this, and I'm looking particularly at Document Request 8, and you've asked for some very specific information regarding conferencing traffic.

And what I'm hearing you say is that you believe that Sprint has that information readily at hand and that you believe Ms. Roach is -- and the word you used is

"lying" in her Affidavit; is that correct?

2.3

2.4

MR. SHULTZ: I don't think I said lying. What I was driving across is, again, we're not asking for Sprint to go out and create a database or create any documents. But to the extent that they have access, ready access, to these documents, which I believe they do, again, this is information that's, you know, access rates for terminating conferencing traffic, I believe until Sprint responds and says otherwise, that I believe that's available.

COMMISSIONER NELSON: Mr. Schenkenberg, can you specifically address Document Request 8 in that regard?

MR. SCHENKENBERG: I can. Thank you. This request -- my first note is identical to the one you addressed back in the spring of '12 and denied their request.

These are -- if you start at the beginning -- related to payments made by Sprint of other local exchange carriers' access rates or the termination of conferencing traffic. But then there's an including. So you've got identify all the local exchange carriers, rates, rationale. What Ms. Roach says in her Affidavit is a number of things.

One, we don't know what traffic is conferencing

traffic. Sprint doesn't traffic conferencing traffic, first of all. And that's what's asked for. That's not something that's tracked anywhere.

2.3

If you assume that what NAT meant was pumped traffic, then you're talking about nationwide, if it's not limited to South Dakota, and NAT hasn't limited it to South Dakota. It's with respect to many, many LECs, time periods before disputes were identified, time periods during disputes.

You'd have to look at bills. You'd have to pull invoices, some of which for time periods are in paper.

Sprint gets thousands of bills every month from local exchange carriers. Rates change frequently. Interstate rate elements change. Intrastate rates change.

And so what she's done is she read the request, looked back at what information is available, either things we've had to deal with in other similar pieces of litigation, and has provided testimony as to what she believes it would take from an hour standpoint. 150 hours to compile the data, if you read it broadly as it was intended, and then 300 man hours to respond.

COMMISSIONER NELSON: Thank you. If I could go back to Mr. Shultz, is there any way that Document Request 8 could be pared back and you would still be satisfied with what you're asking?

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1
              MR. SHULTZ: Yes. Definitely.
2
              COMMISSIONER NELSON:
                                    Well, help me out.
 3
    can we pare this back to something that might actually
     exist, first of all, and then --
 4
 5
              MR. SHULTZ: Right. I would take out and
 6
    eliminate the conferencing traffic, and if we're talking
7
     about access stimulation, you know, I'm more than willing
8
    to narrow that, pare it back to just the traffic that
    Mr. Schenkenberg refers to as pumped, pumping traffic.
10
              COMMISSIONER NELSON: And so essentially you
11
    would cross out the word "conferencing" and insert the
12
    word "pumping"; is that correct?
13
              MR. SHULTZ:
                           Right. Yeah.
14
              COMMISSIONER NELSON:
                                    Okay.
15
              MS. AILTS WIEST: I believe Document Request 13
16
     already requests Sprint's payments to LECs access
17
     stimulation traffic?
18
              MR. SHULTZ: Yeah.
                                  That's right.
19
              MS. AILTS WIEST: So then would there be any
20
    need to even address Document Request 8?
21
              MR. SHULTZ: Yeah. I think we could eliminate
22
    Request 8.
2.3
              COMMISSIONER NELSON: If I could follow up --
24
    and thank you, Rolayne -- on Document Request 13,
25
    Mr. Shultz, there's no time limitation there. Is there
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any way we can put some boundaries on that?
2
              MR. SHULTZ: Yeah.
                                  I think if we made it
 3
    consistent with the other requests and --
 4
              COMMISSIONER NELSON:
                                    I think there's a couple
 5
    different dates found throughout. So --
 6
              MR. SHULTZ: I think it was 2009. January 1 of
7
     '09 to the present would be sufficient.
8
              COMMISSIONER NELSON: Okay. Thank you.
              CHAIRMAN HANSON: May I suggest that since we
10
    have about 15 of these that we attempt to take them one
11
     at a time with the exception that there will be some that
12
    coincide with other ones, as I think we all have lots of
13
     questions on them.
14
              COMMISSIONER NELSON: Yeah. However you'd like
15
     to proceed. I think I've only got one more question, but
16
     if you want to take them individually, I think I'll just
17
    wait until we get to that one. That's just fine.
18
              CHAIRMAN HANSON: Great. Let's look at Request
19
    No. 1 at this juncture then.
20
              Commissioner Fiegen, did you have a question on
21
     that?
22
              COMMISSIONER FIEGEN: First of all, Mr. Shultz,
2.3
     in your testimony this morning you talked about it takes
24
    a couple of clicks and that the reports are kept.
25
              So are you saying like in Document No. 1 if they
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1
     have a report on this, this is what you want; otherwise,
     they don't have to like hire a programmer to go find the
2
 3
     data?
 4
              MR. SHULTZ:
                           Exactly. Yeah.
              COMMISSIONER FIEGEN: So if they have a report
 5
 6
     on this, that's what you want. So it's something that no
7
     programmer has to do, it's readily available at one
8
     click?
              MR. SHULTZ:
                           Yes.
10
              COMMISSIONER FIEGEN: And so then Request No. 1
11
     I was originally going to ask you if this can be narrowed
12
           But if they already have the report and it's one
     some.
13
     click, then maybe it doesn't have to be narrowed.
14
     don't know what the other fellow Commissioners think
15
     but --
16
                                Thank you. Any further
              CHAIRMAN HANSON:
17
     questions on --
18
              Ms. Wiest, did you have something on that?
19
              MS. AILTS WIEST: Yeah. My question to NAT,
20
     when you refer to wholesale rate, are you just referring
21
     to terminating access rates?
22
              MR. SHULTZ: I think it's the -- I think that is
2.3
     true.
24
              MS. AILTS WIEST: And then to the extent you
25
     want information for terminating access rates to compare
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them to the rate that you're providing in order to narrow
this down, is there -- what would be the problem with
having Sprint provide the range of access rates that they
charge to other carriers?

MR. SHULTZ: Are you asking what -- I'm sorry. I didn't follow that.

2.3

MS. AILTS WIEST: Well, to the extent you're looking for -- if you're wanting every document relating to Sprint's wholesale rate DECs from January 1, 2009, to the present and your point is to state that they have rates that are perhaps higher than the rates that NAT are charging, I'm just trying to see if this can be narrowed somewhat.

I would expect that if you're only talking about terminating access rates, many of those rates are found in Sprint's interstate and intrastate tariffs. Those would be publicly available documents; would that be correct?

MR. SHULTZ: Right. These are, as I understand it, wholesale rates, which I believe are different.

MR. SCHENKENBERG: This is Phil Schenkenberg.

If I can jump in, I think maybe there was just a little bit of confusion. I think what they've asked for is the rates that Sprint charges other carriers, if it does, to deliver traffic from those other carriers to NAT.

MR. SHULTZ: That's right.

MR. SCHENKENBERG: Now the "to NAT" isn't in the

request. This appears to relate to rates they charge

2.3

request. This appears to relate to rates they charge carriers to deliver traffic anywhere in the world. But if we're talking about limiting -- I think, and we're not agreeing that anything's appropriate here, but if we're going to focus on calls to NAT, this would be what does Sprint charge other carriers to deliver calls to NAT. That's what's being asked for, I think.

MS. AILTS WIEST: So to the extent that is in Document Request 12, I believe documents relating to Sprint's services to NAT -- so I guess then my point would be can this be limited to those rates charged to other carriers to deliver to NAT?

MR. SHULTZ: Yes.

MS. AILTS WIEST: Okay. Thank you.

MR. SHULTZ: Thank you.

CHAIRMAN HANSON: Ms. Wiest, as I'm quickly looking at Document Request 12, are you saying that that incorporates enough of -- of course, that -- well, we can get to that when we get to it, I guess.

MS. AILTS WIEST: Well, I think if you look at 12A, Sprint's rates to the NAT exchange as listed in its wholesale rate DEC, if I'm understanding this -- and either party can correct me -- if NAT's agreeing that

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1
     that -- they're looking for other carriers' charges
2
     delivered to NAT, it would appear to be under 12A, and
 3
     then they -- Sprint would not have to respond to Document
 4
     Request 1, which requests -- which does not appear to be
     that limited.
 6
              CHAIRMAN HANSON:
                                Thank you.
7
              MS. AILTS WIEST: Would that be correct,
8
    Mr. Shultz?
              MR. SHULTZ: I believe it is. Except for, yeah,
10
     what Sprint charges other carriers.
11
              MS. AILTS WIEST: Or, in other words, we could
12
     limit Document Request 1 to what Sprint charges other
13
     carriers when they're delivering calls to NAT; is that
14
     correct?
15
              MR. SHULTZ:
                          Yes.
16
              MS. AILTS WIEST: Okay.
                                      Thank you.
17
              MR. SHULTZ: Thank you.
18
              CHAIRMAN HANSON: Any further questions on
19
     Document Request 1?
20
              Seeing none, is there a motion on Request 1?
21
              Commissioner Nelson.
22
              COMMISSIONER NELSON: Mr. Chairman, I would move
2.3
     to deny the Motion to Quash Document Request 1 as has
24
     been amended per the discussion that Ms. Wiest has just
25
     led.
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1
              CHAIRMAN HANSON: So you're denying it in its
2
     entirety and not -- I was trying to follow your motion.
 3
              COMMISSIONER NELSON: I'm denying the Motion to
 4
     Quash, and so I would allow this document request as
     amended by the discussion that we've just had.
 6
              CHAIRMAN HANSON:
                                Thank you for the
     clarification.
7
8
              Any discussion on that motion?
              Hearing none, Commissioner Nelson.
10
              COMMISSIONER NELSON:
                                    Aye.
11
              CHAIRMAN HANSON: Commissioner Fiegen.
12
              COMMISSIONER FIEGEN: Fiegen votes aye.
13
              CHAIRMAN HANSON: Hanson votes aye.
14
              The motion carries.
15
              Document Request No. 2.
16
              MS. AILTS WIEST: I think we can take 2 and 3
17
     together.
18
              CHAIRMAN HANSON: Yes. I was just going to say
19
     that. Thank you, Ms. Wiest.
20
              Document 2 and Document 3 are quite similar,
21
     although I've written in my notes that I'm leaning
22
     towards supporting one and denying the other.
2.3
              MS. AILTS WIEST:
                                I was wondering given the
24
     limitation in Document Request 1 whether -- I assumed
25
     that this is somewhat of a subset of 1. So is there
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1
     any -- is NAT's position based on the Commission's
2
     decision for Document 1, is there any reason to go
 3
     forward with Document Request 2 and 3?
                           I don't believe so.
 4
              MR. SHULTZ:
 5
              MS. AILTS WIEST: Okay. So we can skip those.
 6
              COMMISSIONER FIEGEN: Or do we have to grant?
7
              CHAIRMAN HANSON:
                                We have to take action on
8
    those, I guess.
              MS. AILTS WIEST: Well, unless NAT is
10
    withdrawing their Document Request 2 and 3. Then we
11
    don't have to take any action.
12
              MR. SHULTZ: I guess the only distinction there
13
     is that these are wholesale rates being charged to NAT
14
     specifically for interstate is Request 2, and then
15
     intrastate on Request 3.
16
              And, again, to the extent that those documents
17
     exist, again, I think that's still -- you know, that's
18
    relevant.
19
              CHAIRMAN HANSON: Are there any questions by the
20
    Commissioners on Document Request 2 or 3?
21
              MR. SCHENKENBERG: Mr. Chairman, can I just ask
22
     a point of clarification?
2.3
              CHAIRMAN HANSON: Please, go ahead.
24
              MR. SCHENKENBERG: I just want to make sure we
25
    were all talking about the same thing. I was with the
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1
     discussion until the last thing Mr. Shultz said.
2
              I do think the wording of 2 and 3 are a little
     bit off, where it says "Sprint's wholesale interstate
 3
 4
     rates to NAT." I think what was meant was interstate and
 5
     intrastate rates charged to others to deliver calls to
 6
     NAT, which would be duplicative of 1.
              And I didn't understand Mr. Schultz's statement
7
8
     if he was suggesting there was perhaps rates we were
     charging to NAT. Because we're not charging any rates to
10
     NAT.
11
              I also -- I guess there wasn't a discussion of
     whether 1 extended to interstate rates or not. And I
12
13
     don't know if this is the time to pick that question
14
     up.
15
              MR. SHULTZ: I think Request 1 was, you know,
16
     directed at, you know, whatever wholesale rate DECs there
17
     are that -- for rates being charged, you know, by Sprint
18
     to other carriers for, you know, calls being directed to
     NAT.
19
              MS. AILTS WIEST: And 2 and 3 are not? You're
20
```

22 to NAT?

23 MR. SHULTZ: No. No. I agree with

Mr. Schenkenberg on that.

21

24

25

MS. AILTS WIEST: So are you withdrawing 2 and

saying that Sprint is charging wholesale interstate rates

3? 2 MR. SHULTZ: I think, yeah. CHAIRMAN HANSON: I would prefer to take action 3 4 on them since they are before us and they are on the 5 agenda and we've had arguments on them. I'd prefer to 6 dispose of them. 7 COMMISSIONER FIEGEN: So do we need to dispose 8 of them if the party withdraws? I just don't know. 9 CHAIRMAN HANSON: It's a ruling by the Chair, 10 and the Chair can be --11 COMMISSIONER FIEGEN: And I'm going to support 12 the Chair. 13 CHAIRMAN HANSON: And the Chair can be 14 challenged. It only takes two votes. 15 COMMISSIONER FIEGEN: I'm supporting the Chair. 16 CHAIRMAN HANSON: Okay. Well, then I will make 17 a motion to support Sprint's Motion to Quash Document 18 Request 2 and Document Request 3. 19 Is there any discussion on that motion? 20 Hearing none, Commissioner Nelson. 21 COMMISSIONER NELSON: Aye. 22 CHAIRMAN HANSON: Commissioner Fiegen. 2.3 COMMISSIONER FIEGEN: Fiegen votes aye. 24 CHAIRMAN HANSON: Hanson votes aye. 25 Motion carries.

That brings us to Document Request 4 --

2.3

2.4

COMMISSIONER FIEGEN: And if the record could reflect I voted for that because the attorneys withdrew that.

CHAIRMAN HANSON: Thank you.

Document Request 4 and 5 are quite similar, and we'll take those together as well.

Are there any questions by the Commissioners on 4 and 5?

From my perspective, as I wrestled with this I looked at the same argument that NAT failed to follow the statute that requires that the party requesting additional expert discovery shall request it through a motion with the court.

And I guess what's good for the goose is good for the gander. I'm interested if I'm mistaken, but I believe that on Document Request 4 and 5 that NAT did not follow the statute requiring that through discovery it should file a motion with the court.

MS. AILTS WIEST: Mr. Chairman, I would think that this is just requesting documents that's supporting Mr. Farrar's assertions that were made -- or alluded to in testimony.

And I think the Motion to Quash then should be denied for these, for 4 and 5, and allowed to go

forward. 1 2 CHAIRMAN HANSON: And you don't see that the 3 argument that Sprint put forward regarding the statute 4 has any substantive --5 MS. AILTS WIEST: No. 6 CHAIRMAN HANSON: Okay. Thank you. 7 COMMISSIONER FIEGEN: You know, and I had 8 similar questions, Chairman Hanson, and all the sudden I read "all documents" so I changed my mind on that. 10 MR. SCHENKENBERG: May I be heard briefly? 11 CHAIRMAN HANSON: Please, go ahead, 12 Mr. Schenkenberg. 13 MR. SCHENKENBERG: I should have mentioned this 14 earlier and did not. Earlier -- I suppose it was last 15 week, early last week -- Sprint supplemented its prior discovery responses. 16 17 NAT had asked a number of questions about 18 Mr. Farrar's earlier testimony at a time in which that testimony had been -- Sprint had decided it would not be 19 20 submitting the earlier testimony as an exhibit at trial. 21 As soon as we filed Mr. Farrar's updated new 22 testimony that will be offered at trial, we supplemented 2.3 our discovery responses. So we've provided all of the

expert discovery that -- have identified the documents

that support these allegations as all the documents that

24

25

are either referred to or attached -- referred to in or attached to Mr. Farrar's testimony. So we've fully answered 4 and 5.

2.3

I think the problem I have with 4 and 5 is that this is another situation in which NAT didn't follow the rule. When you deal with a party you're supposed to serve a discovery request, not attach it to a subpoena. If it's a nonparty, then attach a document request to a subpoena.

So I think the conundrum here is that we've got no document, no additional documents, we've already provided all the documents, is that then a back doorway to get Mr. Farrar to have to show up to talk about the documents, which is inconsistent with the motion you just decided?

CHAIRMAN HANSON: So you'll simply be filing a statement if we grant their document request, that documents do not exist?

MR. SCHENKENBERG: That all of the documents are either identified in or attached to Mr. Farrar's testimony.

And I guess I want clarification that if we do that, if there aren't any additional documents other than what's referred to in the testimony, that we don't have to put up a witness to then explain that.

MS. AILTS WIEST: So I would ask NAT to the extent that they have already essentially answered this question, is there any reason to go forward with those?

They've already stated that their documents they relied on are in the testimony.

Mr. Shultz.

2.3

2.4

line?

MR. SHULTZ: Yeah. The only problem I'm having is that, you know, the Rule 30(b)(6) deposition notice is meant to -- for NAT to be assured that all of these documents that are responsive have, in fact, been produced.

And to that extent, you know, we still want that opportunity to make sure that Sprint has fully complied with the discovery requests.

CHAIRMAN HANSON: Thank you.

And I would like to have a record of it. And it appears that Sprint will simply be able to file a letter back, a notice back that they've already complied so we have a track record of it.

MR. SHULTZ: Chair, I need to attend a hearing in Federal Court here starting in about 10 minutes. So I'm going to have to skip out. But I think Mr. Swier's on the line.

CHAIRMAN HANSON: Mr. Swier, are you on the

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1
              MR. SWIER: I am, Mr. Chair.
2
              CHAIRMAN HANSON:
                                Thank you. And thank you,
 3
     Mr. Shultz.
 4
              MR. SHULTZ:
                           Thank you very much.
 5
              CHAIRMAN HANSON: We'll proceed then -- I'll
 6
     make a motion -- Commissioner Fiegen, did you wish to
7
     make a motion?
8
              On Document Request 4 and 5 I move to deny
     Sprint's Motion to Quash Document Request 4 and 5.
10
              Any discussion on that motion?
11
              If not, Commissioner Nelson.
12
              COMMISSIONER NELSON:
                                    Aye.
13
              CHAIRMAN HANSON: Commissioner Fiegen.
14
              COMMISSIONER FIEGEN:
                                     Fiegen votes aye.
15
              CHAIRMAN HANSON: Hanson votes aye.
16
              The motion carries.
17
              That brings us to Document Request No. 6.
                                                          And
18
     we'll take that by itself. Any questions by the
19
     Commission on --
20
              Commissioner Fiegen.
21
              COMMISSIONER FIEGEN:
                                    My same question that I
22
     had on Document No. 1. Mr. Shultz said that if the
2.3
     reports were all kept, that's what you would like.
2.4
              I would assume that Sprint wouldn't have such a
25
     report like this it, but I could be wrong. Or are you
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1
     going to narrow this down a little bit, NAT, or --
2
              MR. SWIER: Well, this is Mr. Swier.
              Whether they have a document that exists or not,
 3
 4
     I don't think any of us know. We're asking if the
 5
     document exists, that they provide it to us. I would
 6
     certainly think a large company like Sprint would have
7
     documents that demonstrate the profits and losses
8
     regarding NAT's exchange. I would certainly think they
     have the sophistication to provide something like that.
10
              And, again, if they don't, and if they provide
11
     that under oath to us that they don't have that
     information, then we take it at face value.
12
13
              The rules of discovery, of course, do not
14
     require Sprint to make up documents that don't exist.
15
     But I would surely think that those documents on No. 6
16
     certainly do exist.
17
              CHAIRMAN HANSON: Commissioner, did you have a
18
     follow up?
19
              COMMISSIONER FIEGEN:
                                    It just -- you know, it
20
     appears to me that it would be very complex because of
21
     all the different carriers and -- but maybe they have a
22
     report that is at their hands and at two clicks they can
2.3
     have it.
24
              CHAIRMAN HANSON: Mr. Swier, Sprint argues that
```

the information has nothing to do with NAT's ability to

25

meet the requirements for a certificate -- a COA. How do
you respond to that?

2.3

2.4

MR. SWIER: Well, again, I think the standard under discovery is not relevancy. It's a very broad discovery standard. And when we look at -- they're alleging in their testimony, I believe, that they are losing money because of NAT.

And we should have the ability that if they have documents to support that allegation, then we should have the ability to review those documents to see if any allegation such as that is actually true or false. And that would be shown by profits or losses, which we've specifically limited to traffic terminated at the NAT exchange.

MR. SCHENKENBERG: May I be heard?

CHAIRMAN HANSON: You can. I'm going to ask one more question, and then I would like you to respond.

Mr. Swier, NAT's request extends to interstate revenues. And as Commissioner Fiegen was referring to Sprint stating that they do not track revenue information of this level -- and I understand your response to the second part of that question, but I'm still wrestling with the interstate revenue portion of it.

MR. SWIER: Sure, Mr. Chair, if I may. When you look at what has been presented by Sprint to Mr. Farrar

in his written testimony, one of the factors that the Commission has to look at is NAT's financial ability to provide the services that it proposes to give.

2.3

Mr. Farrar has taken NAT's entire profit and loss statement, its entire general ledger material that we've provided, hundreds and hundreds of pages. He does not differentiate between interstate and intrastate revenues. He puts it all in a ball and says that NAT is not going to be able to financially provide the services it proposes.

So they did not break it down in Farrar's testimony regarding interstate or intrastate. They threw it all together. We need to be able to see the information that's relevant to this particular request, both inter and intrastate.

If Sprint would have broken it down into intrastate and Farrar's testimony would be limited to intrastate, then I would agree. But the fact of the matter is is that wasn't done in this case. His analysis takes into consideration both interstate and intrastate revenues.

CHAIRMAN HANSON: Mr. Schenkenberg.

MR. SCHENKENBERG: Thank you.

I think that just highlights how far afield we have gone from what this Commission decided in May of

2012 to the question here is whether NAT can meet the requirements for a certificate. And the kinds of information we're talking about here simply just doesn't bear on that.

2.3

2.4

The question of what Sprint's interstate revenues are have nothing to do with NAT's financial viability. There isn't any reason to break down the Financial Viability Analysis into interstate and minuscule, if any, intrastate revenue.

I think NAT is on record saying it doesn't allow intrastate calling anyway. So there shouldn't be any intrastate revenue, if they're right.

But the question of Sprint's profits don't bear on NAT's ability to demonstrate the financial capacity to perform services for which it seeks a certificate.

I will also say that I know we've had this discussion already this morning, and Mr. Swier said Mr. Farrar's testimony is that Sprint is losing money. That's not true. That's not in his testimony. That's not a position we've taken. It's not a position we will take at hearing. So the discovery into that is not relevant.

CHAIRMAN HANSON: Thank you.

Any further questions by the Commission?

Is there a motion?

```
1
              Commissioner Nelson.
2
              COMMISSIONER NELSON: I move to grant Sprint's
     Motion to Quash.
 3
 4
              CHAIRMAN HANSON: Discussion on that motion?
 5
              COMMISSIONER NELSON: I am compelled to agree
 6
     with Mr. Schenkenberg's last argue. I fail to see how
7
     Sprint's profit and loss impacts the ultimate question
8
     we're going to have to resolve here today. I just don't
     see it being relevant or leading to anything relevant
10
     whatsoever, and I think it just goes too far afield.
11
              CHAIRMAN HANSON: Absolutely. I agree
12
     100 percent.
13
              With that, any further discussion on the motion?
14
              Commissioner Nelson.
15
              COMMISSIONER NELSON:
                                    Aye.
16
              CHAIRMAN HANSON: Commissioner Fiegen.
17
              COMMISSIONER FIEGEN:
                                    Fiegen votes no.
18
              CHAIRMAN HANSON: Hanson votes aye.
              The motion carries.
19
20
              Brings us to Request 7. Questions by the
21
     Commissioners on 7.
22
              Mr. Swier's, Sprint's main arguments here are
2.3
     that Request 7 is vaque. Is there some way that this can
24
     be clarified, shortly?
25
              MR. SWIER: Mr. Chair, if I may, even though I
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asked for all documents, I don't think it's vague. I think what we're asking for is we've narrowed it to the Crow Creek Reservation. And we're just asking for any documents related to Sprint providing telecommunications services on the reservation, which includes local and long distance.

2.3

So I think we have narrowed it. All we want is documents regarding and relating to the Crow Creek

Reservation as Sprint provision of telecom services

there.

We're not asking for any other venue. We're not asking for any other reservation. We're not asking for any other local exchange. We're simply asking for documents that relate specifically to Crow Creek and the provision of telecom services.

So we don't think it's vague. We think it's very narrow to the reservation and Fort Thompson. And I think those would just be some fundamental documents that we need to see, again, if they exist.

MS. AILTS WIEST: So this is limited to -- I think Mr. Schenkenberg asked the -- or referred to this in his response.

So it is limited to Sprint's provisions of service on the reservation; correct?

MR. SWIER: Yes.

```
1
              MS. AILTS WIEST: Okay. Thank you.
2
              CHAIRMAN HANSON: Any further questions?
              Hearing none, is there a motion?
 3
 4
              Commissioner Fiegen.
 5
              COMMISSIONER FIEGEN: Mr. Chairman, in Docket
 6
    Request No. 7, move to deny the Motion to Squash [sic].
7
              CHAIRMAN HANSON: Discussion on that motion?
8
              Commissioner Nelson.
              COMMISSIONER NELSON:
                                    Aye.
10
              CHAIRMAN HANSON: Commissioner Fiegen.
11
              COMMISSIONER FIEGEN:
                                    Fiegen votes aye.
12
              CHAIRMAN HANSON: Hanson votes aye.
13
              The motion carries.
14
              Request 8. Through previous discussion I
15
    believe we arrived at the conclusion that this one could
16
    be supported.
17
              COMMISSIONER FIEGEN: So, Mr. Chairman, do you
18
    want a motion on that one?
19
              CHAIRMAN HANSON: Yes, I would. I'd like to
20
    have a --
21
              MR. SCHENKENBERG: Mr. Chairman.
22
              CHAIRMAN HANSON: Yes.
23
              MR. SCHENKENBERG: And I apologize. When this
24
    was discussed earlier, I didn't get a chance to weigh in.
25
              I think the intent of the Commissioners was to
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1
     try to narrow it in a way that could be responded to.
2
     And we jumped back to No. 1 before I had a chance to
 3
     weigh in.
 4
              CHAIRMAN HANSON: Mr. Schenkenberg, I believe
5
     that the discussion right now is to support Sprint's
 6
    Motion to Quash.
7
              MR. SCHENKENBERG: Okay.
8
              CHAIRMAN HANSON: So as my father used to tell
    me, don't talk after the sale.
10
              MR. SCHENKENBERG: Thank you.
11
              CHAIRMAN HANSON: Is there a motion?
12
              COMMISSIONER FIEGEN: Mr. Chairman, in Docket
13
     Request No. 8, move to grant the motion to squash.
14
              CHAIRMAN HANSON: Thank you. Discussion on that
15
    motion?
16
              Commissioner Nelson.
17
              COMMISSIONER NELSON: Aye.
18
              CHAIRMAN HANSON: Commissioner Fiegen.
19
              COMMISSIONER FIEGEN: Fiegen votes aye.
20
              CHAIRMAN HANSON: Hanson votes aye.
21
              The motion carries.
22
              COMMISSIONER FIEGEN: Just for discussionary
2.3
    purposes, that was because the party withdrew.
2.4
              CHAIRMAN HANSON: Okay. Request No. 9, 10, and
25
     11 will be taken together.
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```
1
              Any questions by the Commission on 9, 10, and
     11?
2
              Anyone else wishing to weigh in?
 3
              And I look at Ms. Cremer and Ms. Wiest when I
 4
5
     asked that question.
 6
              Commissioners, do you have a motion on 9, 10,
7
     and 11?
8
              Commissioner Nelson.
              COMMISSIONER NELSON: Move to deny the Motion to
10
     Quash.
11
              CHAIRMAN HANSON: Discussion on the motion.
12
              Commissioner Nelson.
13
              COMMISSIONER NELSON:
                                    Aye.
14
              CHAIRMAN HANSON: Commissioner Fiegen.
15
              COMMISSIONER FIEGEN:
                                     Fiegen votes aye.
16
              CHAIRMAN HANSON: Hanson votes aye.
17
              The motion carries.
18
              Document Request 12. Questions by the
    Commission.
19
20
              Commissioner Fiegen.
21
              COMMISSIONER FIEGEN: Is Docket No. 12 very
22
     similar to Docket No. 1 Request, Ms. Wiest?
2.3
              MS. AILTS WIEST: Oh, I think 12A is very
24
     similar, Sprint's rate to the NAT exchange as listed in
25
     its wholesale rate DEC.
```

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1
              CHAIRMAN HANSON: Can that one be -- I have to
2
     look back at what we did on 1.
              MS. AILTS WIEST: I believe 1 was clarified that
 3
 4
     we were talking about rates Sprint charges other carriers
     to deliver calls to NAT.
 6
              CHAIRMAN HANSON: Correct.
7
              MS. AILTS WIEST: And it seems to be similar to
8
     A here.
              CHAIRMAN HANSON: Commissioner Fiegen, you have
10
     the floor.
11
              Do you have any further questions?
12
              COMMISSIONER FIEGEN: So B would be a new
13
     request yet?
14
              MS. AILTS WIEST: I believe so.
15
              COMMISSIONER FIEGEN:
                                    Thank you.
16
              CHAIRMAN HANSON: Commissioner Nelson?
17
              MS. AILTS WIEST: I think you could still
18
     include A, but it might be somewhat duplicative of the
19
     first one, depending on what the motion is.
20
              CHAIRMAN HANSON: Are there any further
21
     questions by the Commissioners on Request 12?
22
              Is there a motion?
2.3
              COMMISSIONER NELSON: And I really hate to do
24
     this, but I'm going to split this. I am going to move to
25
     grant the Motion to Quash on 12C and deny the Motion on
```

1 | 12A and B. And if I might --

2.3

CHAIRMAN HANSON: Go ahead.

COMMISSIONER NELSON: My rationale being we just dealt with a question of profit and loss and agreed that that was not an appropriate item for a document request, that it was too far afield. And 12C deals with profits again.

And so I'm not sure that in keeping with our prior decision that that ought to be included, but certainly A and B should be.

MR. SWIER: May I respond to that, Mr. Chair? This is Mr. Swier.

CHAIRMAN HANSON: Go ahead.

MR. SWIER: Regarding 12C, I think that that information is important because unlike the previous Interrogatory, we're not asking for wide ranging profit and loss statements from Sprint here. We're asking are there profits from the traffic to the NAT exchange, such as employing methods such as nonpayment.

I think what we're looking at here is there is a bias and a reason as to why Sprint is combatting this CLEC application as hard as it is. And I think as part of that bias obviously any profit or loss regarding this particular exchange would be relevant to show bias on behalf of Sprint and their witnesses to show that one

of the reasons they're doing this is for financial reasons.

2.3

And I think that because of those financial reasons, any testimony presented by Sprint, we should be able to show that one of the reasons that they're doing this and showing the bias to the witnesses is because the bottom line for a huge company.

And I think since we've limited it just to NAT's exchange, that with all due respect, I think that information should be provided because it is limited just to the NAT exchange.

MR. SCHENKENBERG: May I, Mr. Chairman?

CHAIRMAN HANSON: Yes. We're -- the three of us are reading and pondering and absorbing. So please go ahead.

MR. SCHENKENBERG: Thank you. I think B and C are both within the ruling on 6. I guess minutes of use wasn't addressed in 6. But it's payments. I think B and C are both addressed by 6 and are too far afield. And I think B and C -- B is certainly covered by Mr. Tillotson's Affidavit, and I would certainly hope consistent with prior discussions to the extent any motion is denied on B and C that what Sprint's obligation is is to provide that which it already has or that which can be generated in what I think Mr. Swier referred to as

```
1
     a couple of clicks. But I don't believe Sprint has or
2
     keeps profits with respect to traffic to a single
 3
     exchange.
 4
              CHAIRMAN HANSON: Are there any further
 5
     questions from the Commissioners?
              We have a motion before us.
 6
7
              Any discussion on that motion?
8
              I will ask for a vote then.
              Commissioner Nelson.
10
              COMMISSIONER NELSON:
                                    Aye.
11
              CHAIRMAN HANSON: Commissioner Fiegen.
12
              COMMISSIONER FIEGEN: Fiegen votes no.
13
              CHAIRMAN HANSON: Hanson votes no.
14
              The motion fails.
15
              You may wish to take those individually, B and
16
         I don't know -- and the motion was to deny A and B
17
     and support C.
18
              COMMISSIONER FIEGEN: First of all,
19
     Mr. Chairman, if I could have one second.
20
              CHAIRMAN HANSON: Go ahead.
21
              COMMISSIONER FIEGEN:
                                    In A I believe that that
22
     is already asked for. So I think we could grant the
2.3
     motion to squash because I think it's already in a
24
     similar document request; is that correct?
25
              MS. AILTS WIEST: I wouldn't then grant it to
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1
     quash, though. I mean, there wouldn't be any harm with
2
     denying the Motion to Quash.
              I think it sends a mixed message if you say it's
 3
 4
    already been granted then we're denying it here.
 5
              COMMISSIONER FIEGEN: Because the party hasn't
 6
    agreed to withdraw or eliminate it.
7
              MS. AILTS WIEST: Right. It wasn't one of
8
     those.
            It's not the same situation as some of these
     others.
10
              COMMISSIONER FIEGEN:
                                    Okay.
11
              CHAIRMAN HANSON: Forgive me. I was
     following -- reading some other portion. You're saying
12
13
     on A then that it would not be appropriate to support
14
     Sprint's Motion to Quash A?
15
              MS. AILTS WIEST: Right.
16
              COMMISSIONER FIEGEN: Okay. So then at this
17
     time if you'd like a motion on A, we are certainly ready
18
    for that one.
19
              CHAIRMAN HANSON: I'm -- the Chair is open to
20
     entertain any motions on Document Request 12.
21
              COMMISSIONER NELSON:
                                    Go ahead.
22
              COMMISSIONER FIEGEN: So, Mr. Chairman, in
2.3
    Document Request 12, Subsection A, move to deny the
```

Discussion on that motion.

24

25

motion to squash.

CHAIRMAN HANSON:

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1
              Commissioner Nelson.
2
              COMMISSIONER NELSON:
                                     Aye.
              CHAIRMAN HANSON: Commissioner Fiegen.
 3
 4
              COMMISSIONER FIEGEN:
                                     Fiegen votes aye.
 5
              CHAIRMAN HANSON: Hanson votes ave.
 6
              The motion carries.
7
              Document Request 12(b).
8
              COMMISSIONER FIEGEN: Mr. Chairman, on Docket
     Request 12(b) move to deny the motion to squash.
10
              CHAIRMAN HANSON: Discussion on the motion.
11
              Commissioner Nelson.
12
              COMMISSIONER NELSON:
                                    Aye.
13
              CHAIRMAN HANSON: Commissioner Fiegen.
14
              COMMISSIONER FIEGEN:
                                     Fiegen votes aye.
15
              CHAIRMAN HANSON: Hanson votes no.
16
              The motion carries.
              Document 12C.
17
18
              COMMISSIONER FIEGEN: And this is the one that
19
     Commissioner Nelson and Fiegen probably disagree on.
     whoever wants to make the motion is fine.
20
21
              CHAIRMAN HANSON: Commissioner Fiegen.
22
              COMMISSIONER NELSON: I lost my motion so go
2.3
     ahead and try one that might pass.
2.4
              CHAIRMAN HANSON: Commissioner Nelson is
25
     acquisending [sic] to Commissioner Fiegen for making a
```

1 motion on 12C. 2 COMMISSIONER FIEGEN: So on -- Mr. Chairman, on 12, Subsection C, I move to deny the motion to squash. 3 4 CHAIRMAN HANSON: Any discussion on that motion? 5 COMMISSIONER NELSON: If I might, Mr. -- well --6 if I might, Mr. Chairman, I would simply reiterate on 7 Document Request 6 where we were dealing with almost the 8 very same question dealing with profits or losses realized by Sprint traffic terminated at NAT, which is 10 essentially the same question we're dealing with here, we said that that was too far afield, that that was 11 inappropriate. And so I'm not understanding the --12 13 COMMISSIONER FIEGEN: And that was a split vote. 14 COMMISSIONER NELSON: I understand. And so I'm 15 not understanding what the difference is, and I think we 16 need to be consistent in our decisions, and so, 17 therefore, I'm not going to support the motion. 18 CHAIRMAN HANSON: And Commissioner Fiegen would 19 argue that she's being consistent on her side, and you're 20 being consistent on your side. Whether I will be 21 inconsistent or consistent is the question. 22 COMMISSIONER NELSON: You're feeling that pinch, 2.3 huh? 2.4 CHAIRMAN HANSON: Are we done with discussion? 25 Commissioner Nelson, this is on the vote.

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COMMISSIONER NELSON:
                                    Nay.
              CHAIRMAN HANSON: Commissioner Fiegen.
2
 3
              COMMISSIONER FIEGEN:
                                    Fiegen votes aye.
 4
              CHAIRMAN HANSON: Commissioner Hanson votes no.
              The motion does not carry.
 6
              On parliamentary procedure, only the person in
7
     the majority may reconsider the vote, move to make
8
     reconsideration of the vote.
              So, Commissioner Nelson, do you wish to make a
10
     motion to reconsider the vote on the Document Request 12
11
     so that we can --
              Oh, excuse me. I'm wondering if we disposed of
12
     it. I think we disposed of it because we had a -- the
13
14
     motion was not to quash. Okay. We're fine then.
15
              COMMISSIONER NELSON:
                                    No.
16
              MS. AILTS WIEST:
                                There hasn't been a decision
17
     on 12C then; right?
18
              CHAIRMAN HANSON:
                                The motion was not --
19
              COMMISSIONER FIEGEN: Could I ask the question
     of counsel?
20
21
              CHAIRMAN HANSON:
                                Please, go ahead.
22
              COMMISSIONER FIEGEN:
                                    If we now split the vote,
2.3
     we've split it three different ways, is that considered a
24
     different motion where Commissioner Nelson can make
25
     another motion, or is that --
```

CHAIRMAN HANSON: He cannot make a motion that would include A and B because we've disposed of those.

The parliamentary procedure is such that only a party in the majority may make a Motion For Reconsideration of a vote.

2.3

I'm just now looking at your motion was to deny Sprint's profit -- deny Sprint's Motion to Quash. So we have disposed of C, in my estimate.

COMMISSIONER FIEGEN: But it failed; correct?

CHAIRMAN HANSON: Oh, that's correct. Thank

you. I knew there was some machinations there I was -so at this juncture, Commissioner Nelson or I can make a
motion to reconsider that motion and to make it a double
motion.

Excuse me. It would be a new motion. Forgive me for wrestling in front of everyone here. But we need to do this correctly.

So since that motion failed and a new motion would be a completely different one to deny since -- yours was to deny so we can make one to support. Now that I've wrestled --

COMMISSIONER NELSON: Mr. Chairman, I agree with where you come out. If I might, I would move that we grant Sprint's Motion to Quash 12C.

CHAIRMAN HANSON: Thank you.

```
1
              Any further discussion now that I'm done arguing
2
     with myself?
              Commissioner Nelson.
 3
 4
              COMMISSIONER NELSON:
                                    Aye.
 5
              CHAIRMAN HANSON:
                                Commissioner Fiegen.
 6
              COMMISSIONER FIEGEN:
                                    Fiegen votes no.
 7
              CHAIRMAN HANSON:
                                Hanson votes aye.
              The motion carries.
              We will then move to Document Request 13.
10
     there has been some discussion on limiting that from
11
     January 9 to the present. Is there any further questions
12
     to be asked of the parties?
13
              Commissioners?
14
              If not, is there a motion?
15
              COMMISSIONER NELSON: Mr. Chairman, I would move
16
     to deny the Motion to Quash with the understanding that
     it be documents beginning January 1, 2009.
17
18
              CHAIRMAN HANSON:
                                Thank you.
              Discussion on that motion?
19
20
              MR. SCHENKENBERG: Mr. Chairman, I'm sorry.
21
     I be heard on -- maybe I'm confused.
22
              CHAIRMAN HANSON: Go ahead, Mr. Schenkenberg.
2.3
              MR. SCHENKENBERG: I'm sorry. I thought the
24
     discussion was this was tied to Document Request 8, which
25
     asks about documents related to payments by Sprint to
```

other local exchange carriers. And I thought -- and that was granted.

2.3

So I think this is a request for information regarding all of Sprint's payments for all access stimulation traffic nationwide. We've had evidence in on burdens as well as relevance and extending beyond that and beyond South Dakota.

COMMISSIONER NELSON: If I might, Mr. Chairman, my understanding was that, you know, these covered -- that, yes, Document Request 13 was more expansive than 8 and that, you know, we disposed of 8 but that wasn't determinative of what we were going to do with 13 since it's more expansive.

MR. SCHENKENBERG: Thank you. And I apologize for my confusion. I just wanted to be real clear that this is an extraordinarily burdensome request.

The testimony of Ms. Roach really was about what do you have to do to identify the payments that you've made for that which has been determined to be pumped traffic or access stimulation traffic going back even to 2009, given the number of disputes Sprint has had in this area throughout the country.

This is not something that you ordered Sprint to produce in the Northern Valley case because of burden.

CHAIRMAN HANSON: Thank you.

MR. SWIER: If I may, Mr. Chair, this is Mr. Swier.

2.3

CHAIRMAN HANSON: Go ahead, Mr. Swier.

MR. SWIER: Sprint has been involved in dozens of these type of lawsuits throughout the country. I would find it highly unusual if they don't have this information readily available and have had to produce it in several other of the dozens of cases throughout the country.

So to say that this would be burdensome, again, Sprint is the party who intervened in this case. The information -- this is not the first time this question has been asked, and I'm confident in saying that other courts have probably made Sprint produce this.

Do they like to produce it? No. But they put themselves in this case, and to say that they've never had to provide that information in any of the other cases and it would be incredibly burdensome, I find that difficult to believe. I'm guessing it's done and it's sitting either in an e-mail or it's sitting on CD somewhere and could be easily produced.

CHAIRMAN HANSON: Mr. Swier, you've stated probably and you guess. I'm inferring from that that you don't have any proof that these documents exist.

MR. SWIER: Well, I don't know what documents

```
exist, Mr. Chair. That's why we're asking for them.
 2
     they say under oath that the documents don't exist, of
 3
     course, we take that as face value.
 4
              But I don't know if they exist. That's why
 5
     we're asking the question that if they do, they should be
 6
     ordered to provide them.
7
              CHAIRMAN HANSON:
                                Well, I take
8
     Mr. Schenkenberg's -- just as I do with you, his
     statements as officers of the court that you're telling
10
     us the truth when you're chatting with us here today.
11
              Any further questions by the Commissioners?
              Is there a motion?
12
13
              COMMISSIONER FIEGEN: So I'm assuming, once
14
     again, NAT has expressed that if the reports are readily
15
     available, like they said -- Mr. Shultz said, with a
16
     couple of clicks, that's what they're looking for.
17
     They're not looking for some programmer to go find all of
     this information.
18
19
              CHAIRMAN HANSON:
                                I'll inquiring of --
20
     Mr. Schenkenberg's saying that it's quite burdensome to
21
     provide the information.
22
              Any further questions or discussion?
2.3
              MR. SCHENKENBERG: Mr. Chairman, can I just
     speak briefly as to South Dakota?
24
```

CHAIRMAN HANSON:

Mr. Schenkenberg, go ahead.

25

MR. SCHENKENBERG: Thank you.

2.3

2.4

I think as to South Dakota what Ms. Roach has said is these are disputed when we find them, and then the cases get settled. And there are settlement agreements and payments made or whatever arrangements are made within settlement agreements.

I think part of the question I have here is if you move forward whether you're ordering Sprint to produce settlement agreements that Sprint has. As this Commission knows with Sancom, Northern Valley, and I'm sorry I'm blanking on the third, but there were three that were involved that were local exchange carriers. And if I recall, I think that's maybe what you did in the Northern Valley case was say produce those.

We'd argue those aren't going to be admissible anyway because settlement agreements aren't admissible. But the payments related to access stimulation traffic, technically I think that request refers to settlement agreements, and I just wanted to make sure that was understood by the Commission.

CHAIRMAN HANSON: Thank you.

MR. SWIER: And if I may, this is Mr. Swier again. May I, Mr. Chair?

CHAIRMAN HANSON: Go ahead.

MR. SWIER: With regard to the settlement

agreements, the reason that we way back when this case started we have a protective order in place, which covers both confidential and attorneys' eyes only production.

2.3

We have already provided hundreds and hundreds of documents to Sprint which we designated either confidential or AEO under the Commission's protective order. Those documents that Mr. Schenkenberg's talking about.

First of all, he said confidential documents are never admissible in a proceeding. I believe that's what he said. And that's absolutely false, as the Commission knows. The Commission has procedures for dealing with confidential, trade secret, or financial information.

So, yeah, we're asking for those confidential settlements, and if they want to designate those as confidential or AEO like we've done with documents, then they can do that, and we'll abide by the protective order.

But to just say that because they're confidential that they're not discoverable is absolutely wrong. So we think that we should have access to those as part of this request.

CHAIRMAN HANSON: Further questions by the Commissioners?

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1
              Is there a motion?
              Do we have a motion before us? I don't believe
2
             I will make a motion that the Commission support
3
 4
     Sprint's Motion to Quash Document Request 13.
5
              Discussion on that motion.
 6
              Hearing none, Commissioner Nelson.
7
              COMMISSIONER NELSON:
              CHAIRMAN HANSON: Commissioner Fiegen.
              COMMISSIONER FIEGEN:
                                     Nav.
10
              CHAIRMAN HANSON: Hanson votes aye.
11
              The motion fails.
12
              Waiting for a motion.
13
              COMMISSIONER NELSON: Move to deny the Motion to
14
     Quash on Document Request 13.
15
              CHAIRMAN HANSON: Discussion on that motion.
16
              Commissioner Nelson.
17
              COMMISSIONER NELSON:
                                    Aye.
18
              CHAIRMAN HANSON: Commissioner Fiegen.
19
              COMMISSIONER FIEGEN:
                                     Fiegen votes aye.
20
              CHAIRMAN HANSON: Hanson votes no.
21
              Motion carries.
22
              Document Request 14. Are there any questions by
2.3
     the Commissioners on 14?
2.4
              Is there a motion on Document Request 14?
25
              MS. AILTS WIEST:
                                I have a question.
```

1 CHAIRMAN HANSON: Ms. Wiest, do you have a 2 comment or question?

2.3

2.4

MS. AILTS WIEST: Right. To NAT. I believe

Sprint stated that the information is vague. Can you be clearer in what kind of documents or written statements you're referring to here?

MR. SWIER: I can. First of all, of course, these document requests were provided to Sprint before we received their written testimony on the 30th.

Sprint has indicated that with regard to Mr. Farrar's testimony that they have provided all the documents. And as the Commission and the Staff know, we received probably 1,000 pages of various exhibits and things like that with Mr. Farrar's testimony.

My position on 14 would be if there are any other documents that were not included as an attachment to Mr. Farrar's written testimony, that those documents be provided.

I'm sure the documents provided with Mr. Farrar's testimony would be favorable to Sprint and its expert. So what we're asking for is anything that's not produced yet as an attachment from Mr. Farrar's written testimony.

MS. AILTS WIEST: I'm still not clear as to any documents that were not produced? That seems very

1 vaque. 2 MR. SWIER: Well, any documents that Sprint 3 would have in its possession regarding anything that they relied upon relating to NAT's application. 4 So, in other 5 words, any documents nonprivileged that relate to NAT's 6 application, those should have to be produced, as long as 7 they're not privileged documents. 8 MS. AILTS WIEST: I believe that Mr. Schenkenberg stated that all documents that he relied 10 on were produced. 11 Is that correct, Mr. Schenkenberg? MR. SCHENKENBERG: All of the documents that 12 13 Mr. Farrar relies on are referred to or attached. 14 think they're all attached. But we're certainly not 15 hiding anything. 16 And we don't have any other witnesses. So there 17 aren't any other written statements of potential 18 witnesses, which is what I always understand this request 19 to go to. 20 MS. AILTS WIEST: So, you know, it could be that 21 the Commission could deny the Motion to Quash, and then I 22 believe Sprint's response would be that it has already 2.3 been provided. 2.4 CHAIRMAN HANSON: Any further questions by the

25

Commission?

```
Commissioner Nelson?
1
2
              COMMISSIONER NELSON: Move to deny the Motion to
 3
     Quash.
 4
              CHAIRMAN HANSON: Discussion on that motion?
 5
              Commissioner Nelson.
 6
              COMMISSIONER NELSON:
                                    Aye.
7
              CHAIRMAN HANSON:
                                Fiegen.
              COMMISSIONER FIEGEN:
                                    Fiegen votes aye.
              CHAIRMAN HANSON: Hanson votes aye.
10
              The motion carries.
11
              Document Request 15. Are there -- this does not
12
     appear to be an uncommon request.
13
              Mr. Schenkenberg?
14
              MR. SCHENKENBERG: Yes, Mr. Chairman. I think
15
     we can -- given you denied the motion as it relates to
16
     some other request, I believe we can provide -- I believe
17
     I can ask Mr. Swier to provide something that be
18
     satisfactory to him on this.
19
              CHAIRMAN HANSON:
                                Thank you. It just refers to
     policy that's in effect at that time. So is there a
20
21
     motion on --
22
              MR. SCHENKENBERG: Can we make that 2009, which
2.3
     is --
2.4
              CHAIRMAN HANSON:
                                Consistent?
25
              MR. SCHENKENBERG: Consistent with when NAT
```

```
1
     started providing service?
2
              MR. SWIER: And I don't object to that. This is
     Mr. Swier.
 3
 4
              CHAIRMAN HANSON:
                                Thank you. I will move
 5
     that -- that the Commission, excuse me, deny Sprint's
 6
     Motion to Quash Deposition on Request 15 and that it
7
     relate to policy documents that were in effect from 2009
8
     to the present.
              Any discussion on that motion?
10
              Commissioner Nelson?
11
              COMMISSIONER NELSON:
                                     Aye.
12
              CHAIRMAN HANSON: Commissioner Fiegen.
13
              COMMISSIONER FIEGEN:
                                    Fiegen votes aye.
14
              CHAIRMAN HANSON:
                                Hanson votes ave.
15
              The motion carries.
16
              That brings us to NAT's specific deposition
17
     topics and deposition notice of Sprint. I'll give the
18
     parties an opportunity to make brief comments on that at
19
     this juncture, although I -- well, I'll let NAT go
     first.
20
21
              MR. SWIER: Mr. Chair, you're talking about the
22
     30(b)(6) notice that we've provided to Sprint; is that
2.3
     correct?
24
              CHAIRMAN HANSON: We have specific deposition
25
     topics. I'm not sure if you're following them.
```

1 MR. SCHENKENBERG: Can I make a suggestion?

2 CHAIRMAN HANSON: Go ahead.

2.3

MR. SCHENKENBERG: As I noted earlier, I think standard practice would have been to serve this document request, get the documents, and then identify deposition topics coming out of those.

I think perhaps if documents are produced, when documents are produced, I suspect the parties can then revisit these topics to identify for -- what witnesses would need to be available.

I mean, if we provide the documents that are responsive, Mr. Swier may or may not need to have a witness on the existence of those documents. I think we can probably work out deposition topics when documents are produced. And certainly Mr. Swier is going to want documents produced ahead of time.

MR. SWIER: Mr. Chair, I'm sorry. This is
Mr. Swier. I wouldn't oppose Mr. Schenkenberg in order
to save some of the Commission's time on tediously going
through this next document, I would hope that Mr. Shultz
and Mr. Schenkenberg could maybe work something out here
so that the Commission could get on with its remaining
agenda today.

CHAIRMAN HANSON: Thank you. So if we make a Motion to Deny Sprint's Motion to Quash on -- excuse me.

```
1
     This is NAT's specific deposition.
 2
              MS. AILTS WIEST: I would just take no action.
 3
              CHAIRMAN HANSON: Yeah. We're no longer on
 4
     Sprint's Motion to Quash.
 5
              MR. SWIER: And then, of course, NAT would
 6
     reserve the right that if Mr. Schenkenberg and Mr. Shultz
7
     can't agree -- hopefully they can, but if they can't
8
     we'd, of course, reserve the right to come back before
     the Commission to make specific rulings.
10
              CHAIRMAN HANSON:
                                Thank you. We appreciate the
11
     two of you working together on that.
12
              That brings us to Sprint's request for fees.
13
     And since we granted and did not grant -- excuse me.
14
     Since we did not grant some of Sprint's Motion to Quash,
15
     it's not appropriate to grant fees.
16
              Is there a motion?
17
              COMMISSIONER NELSON: Move to deny.
18
              CHAIRMAN HANSON: Discussion on the motion?
              Commissioner Nelson.
19
20
              COMMISSIONER NELSON:
                                    Aye.
21
              CHAIRMAN HANSON:
                                Commissioner Fiegen.
22
              COMMISSIONER FIEGEN:
                                    Fiegen votes aye.
2.3
              CHAIRMAN HANSON:
                                Hanson votes aye. The motion
24
     carries.
25
              Thank you, everyone for your participation in
```

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that item.
 1
 2
              (The proceeding is concluded at 11:35 a.m.)
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1	STATE OF SOUTH DAKOTA)
2	:SS CERTIFICATE
3	COUNTY OF SULLY )
4	
5	I, CHERI MCCOMSEY WITTLER, a Registered
6	Professional Reporter, Certified Realtime Reporter and
7	Notary Public in and for the State of South Dakota:
8	DO HEREBY CERTIFY that as the duly-appointed
9	shorthand reporter, I took in shorthand the proceedings
10	had in the above-entitled matter on the 10th day of
11	September, 2013, and that the attached is a true and
12	correct transcription of the proceedings so taken.
13	Dated at Onida, South Dakota this 23rd day of
14	September, 2013.
15	
16	
17	
18	Cheri McComsey Wittler,
19	Notary Public and Registered Professional Reporter
20	Certified Realtime Reporter
21	
22	
23	
24	
25	

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