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March 3, 2010

VIA HAND DELIVERY

Honorable Richard M. Berman, U.S.D.J.
Daniel Patrick Moynihan United States Courthouse
500 Pearl Street
New York, NY 10007-1312

**Re: Van Dusen, et al v. Swift Transportation Co., Inc., et al
Case No. 09 civ 10376 (RMB)**

Dear Judge Berman:

This letter serves as Defendants Swift Transportation Co., Inc. ("Swift") and Interstate Equipment Leasing, Inc. ("IEL") reply in support of its Motion to Dismiss or, in the alternative, to Transfer Venue to the U.S. District Court for the District of Arizona. In their response to Defendants' Motion, Plaintiffs make two main arguments. First, they insist that their claims arise in New York, as 28 U.S.C. § 1391 requires. Second, they argue that the Arizona contractual forum selection clauses, which they concede exist, are unenforceable because the contracts at issue are somehow unconscionable and that their choice of forum (this Court) is therefore entitled to deference. Neither argument is persuasive. Venue is not proper here and, even if it were, this case belongs in Arizona.

Regarding venue, Plaintiffs claim that it is proper in this district because a substantial part of the events giving rise to the claim occurred here. (Compl. ¶ 23; 28 U.S.C. § 1391(b)(2)).¹ The Second Circuit has advised courts to "take seriously the adjective substantial," and "construe the venue statute strictly." *Gulf Ins. Co. v. Glasbrenner*, 417 F.3d 353, 357 (2d Cir. 2005) (internal quotations and citations omitted). For venue to be proper, "significant events or omissions material to the plaintiff's claim must have occurred in the district in question even if other material events occurred elsewhere." *Litton v. Avomex Inc.*, 2010 U.S. Dist. LEXIS 2881, *31 (N.D.N.Y. Jan. 10, 2010). Thus, that Swift may conduct business, or even have a location, in New York is not dispositive. Rather, to determine proper venue, a court must first "identify the nature of the claims and the acts or omissions that the plaintiff alleges give rise to those claims." *Daniel v. Am. Bd. of Emergency Med.*, 428 F.3d 408, 432 (2d Cir. 2005) (citations omitted). After that, "the court should determine whether a substantial part of those acts or omissions occurred in the district where suit was filed, that is, whether 'significant events or

¹ Plaintiffs' letter (as opposed to their Amended Complaint) makes a veiled reference to venue being proper under 28 U.S.C. § 1391(b)(1) (venue proper in any district in which a defendant resides, if all defendants reside in the same State). Even accepting Plaintiffs' allegations, however, venue is not proper here under § 1391(b)(1). First, all Defendants only reside in New York if this Court accepts Plaintiffs' strained and factually unsupported claim that IEL and Swift are a single enterprise. Second, although Swift has a terminal in Syracuse, New York, Syracuse is notably not within this District.

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omissions material to [those] claims...have occurred in the district in question.”” *Id.* Applying this analytical framework demonstrates the impropriety of Plaintiffs’ chosen venue.

Plaintiffs assert federal claims based on Swift’s alleged misclassification of owner/operators as independent contractors and the alleged failure to pay these drivers the minimum wage for all hours worked. The alleged act that gives rise to Plaintiffs’ federal claim, therefore, concerns Swift’s classification of them as independent contractors and the amount, manner and method of compensation. No part of those alleged acts took place in New York, let alone a substantial part. Moreover, neither Swift nor IEL created policies, procedures or business practices in New York which are material to Plaintiffs’ claims. That a defendant may have operations in New York is not material because the foundation of Plaintiffs’ claims – namely, their classification as independent contractors and the manner and method of compensating them – did not occur here; it occurred in Arizona. *Earley v. BJ’s Wholesale Club, Inc.*, 2007 U.S. Dist. Lexis 40125, *6-7 (S.D.N.Y. June 4, 2007) (stating location of operative facts in FLSA action is employer’s headquarters, where corporate policies concerning pay are determined and implemented).

Alternatively, Plaintiffs insist that the contracts at issue are unconscionable and that this Court should not enforce the forum selection clauses contained in them. The Supreme Court, however, has repeatedly ruled that forum selection clauses are *prima facie* valid. Neither unfair bargaining power nor inability to negotiate is reason to invalidate them. *Bremen v. Zapata Off-Shore Co.*, 407 U.S. 1, 15 (1972); *Carnival Cruise Lines, Inc. v. Shute*, 499 U.S. 585 (1991). Courts in New York agree. See *Comprehensive Habilitation Services, Inc., v. Commerce Funding Corp.*, 2009 U.S. Dist. LEXIS 30386, * 31 (S.D.N.Y. April 7, 2009) (“Absent fraud or violation of public policy, a court is to apply the law selected in the contract as long as the state selected has sufficient contacts with the transaction.”) (citations omitted). This is particularly the case where, as here, enforcing the provision will not deprive Plaintiffs of their day in court, just move it to an agreed upon forum. In short, while Plaintiffs submit declarations to demonstrate the overall unconscionability of the contracts at issue and/or to support allegations of undue coercion in their execution,² they notably do not claim that Swift forced them to become Owner/Operators. Irrespective of the ultimate merit of such arguments, they are not relevant to the instant issue. Were it otherwise, parties to a contract dispute would always allege unconscionability to try to litigate in a forum other than the contractually chosen one.

² Contrary to Plaintiffs’ assertions, Defendants do not force anyone to sign agreements. Owner/Operators are free to remove the agreements and review them with lawyers and/or spouses before signing them if they choose. Moreover, Van Dusen’s independent contractor agreement (Plaintiffs’ Exhibit D) (“ICOA”), which is essentially the same contract all owner operators sign regardless of whether they own their truck or lease from IEL or another vendor, is 16 pages and written in an acceptable sized font. Nothing in the ICOA supports Plaintiffs’ claim that it had to be executed along with a lease or that it is a “classic contract of adhesion.” Although the ICOA is not short, it is written in plain English. The forum selection (¶ 33), choice of law (¶ 24) and arbitration provisions (¶ 25, accentuated in **bold**) are clear and unambiguous. The lease agreements are no different, including similar choice of law and forum selection clauses. Plaintiffs’ Declarations are “lawyered up,” created solely to oppose this Motion, entitled to little weight. The authenticity of “John Doe 1’s Declaration is particularly dubious. Although English is not his first language and he claims to read it with difficulty (¶ 9), his declaration is perfectly clear.

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In response to Defendants' request to transfer this case, Plaintiffs rehash their unconscionability arguments and insist this Court defer to their forum choice. Courts often distill the nine factor test for transfer of venue to four categories: (1) party considerations, (2) witness/evidentiary considerations, (3) forum considerations, and (4) public interest considerations. *Zaitsev v. State Farm Fire & Cas. Co.*, 2005 U.S. Dist. LEXIS 30325, at *4 (E.D.N.Y. 2005).

First, party considerations warrant transfer. Arizona is where the parties chose to litigate their disputes, and their contacts with Arizona are significant. See 14D Wright Miller & Cooper, *Jurisdiction and Related Matters* § 3803.1 (noting forum selection clause is significant factor that figures centrally in transfer analysis, tipping convenience of the parties in favor of transfer). Plaintiffs' counsel's unsubstantiated representation that "most of the lower income named Plaintiffs reside in New York" is pure conjecture and of little importance. This case impacts a large number of potential class members who are dispersed throughout the country. In such a nationwide case, the named plaintiff's choice of forum is afforded little weight. *Coen v. Hoffmann-La Roche*, 2007 U.S. Dist. LEXIS 23132, *10 (S.D.N.Y. Mar. 21, 2007). Nor is the "convenience of counsel . . . an appropriate factor to consider on a motion to transfer." *Fuji Photo Film Co. v. Lexar Media. Inc.*, 415 F. Supp. 2d 370, 374 (S.D.N.Y. 2006).

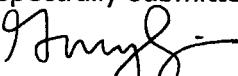
Second, evidentiary considerations favor transfer. The vast majority of individuals who made the decisions that Plaintiffs challenge live in Arizona. Plaintiffs will undoubtedly seek to depose them, and they will be witnesses at trial. Most of the voluminous documents which pertain to Plaintiffs' nationwide claims also reside in Arizona. See *Farror v. George Weston Bakeries Dist., Inc.*, 2009 U.S. Dist. LEXIS 2636, *9 (E.D.N.Y. Jan. 15, 2009) (holding transfer favored where location of documents and integral company witnesses centralized in transferee forum).

Third, forum considerations favor transfer. "Courts routinely transfer cases when the principal events occurred and the principal witnesses are located in another district." *Berman v. Informix Corp.*, 30 F. Supp. 2d 653, 658 (S.D.N.Y. 1998). For the reasons stated above, the District of Arizona is the "center of gravity of the litigation." *Amick v. Am. Express Travel Related Servs. Co.*, 2010 U.S. Dist. LEXIS 6483, *3 (S.D.N.Y. Jan. 26, 2010).

Finally, public interest considerations favor transfer. "Public interest considerations include calendar congestion, and the interests of justice and fairness." *Zaitsev*, 2005 U.S. Dist. LEXIS 30325, *12. According to the latest Judicial Caseload Statistics, the District of Arizona's civil case docket is far less crowded than that of the Southern District of New York. (Ex. A). Indeed, the number of civil filings in the District of Arizona decreased by 9 percent from March 2008 to March 2009. Civil filings in the S.D.N.Y. increased 4 percent over the same time period.

In sum, Plaintiffs could have and should have filed this case in Arizona. Therefore, this Court should transfer this action there.

Respectfully submitted,


Gary D. Shapiro

cc: Dan Getman (via e-mail)

EXHIBIT A

Table C-1.
U.S. District Courts—Civil Cases Commenced, Terminated, and Pending
During the 12-Month Period Ending March 31, 2009

Circuit and District	Total Civil Cases				U.S. Civil Cases				Private Civil Cases			
	Pending Mar. 31, 2008	Commenced	Terminated	Pending Mar. 31, 2009	Pending Mar. 31, 2008	Commenced	Terminated	Pending Mar. 31, 2009	Pending Mar. 31, 2008	Commenced	Terminated	Pending Mar. 31, 2009
TOTAL	281,705	258,535	238,640	301,600	38,347	42,364	43,665	37,046	243,358	216,171	194,975	264,554
DC	2,814	2,448	2,388	2,874	1,488	1,330	1,308	1,510	1,326	1,118	1,080	1,364
1ST	6,737	6,152	5,796	7,093	1,325	1,333	1,459	1,199	5,412	4,819	4,337	5,894
ME	290	471	457	304	64	159	126	97	226	312	331	207
MA	2,979	2,754	2,869	2,864	600	643	675	568	2,379	2,111	2,194	2,296
NH	426	504	518	412	80	132	118	94	346	372	400	318
RI	1,274	1,134	475	1,933	116	135	125	126	1,158	999	350	1,807
PR	1,768	1,289	1,477	1,580	465	264	415	314	1,303	1,025	1,062	1,266
2ND	36,941	22,865	21,874	37,932	3,453	3,124	3,326	3,251	33,488	19,741	18,548	34,681
CT	2,377	2,091	2,290	2,178	305	346	379	272	2,072	1,745	1,911	1,906
NY,N	2,271	1,453	1,608	2,116	554	316	393	477	1,717	1,137	1,215	1,639
NY,E	7,225	5,447	5,417	7,255	1,069	988	1,030	1,027	6,156	4,459	4,387	6,228
NY,S	22,247	11,922	10,762	23,407	1,036	958	1,043	951	21,211	10,964	9,719	22,456
NY,W	2,544	1,665	1,515	2,664	426	432	399	459	2,118	1,233	1,116	2,235
VT	277	287	282	282	63	84	82	65	214	203	200	217
3RD	55,001	42,980	27,201	70,780	2,574	2,985	3,168	2,391	52,427	39,995	24,033	68,389
DE	1,289	1,074	1,124	1,239	102	80	77	105	1,187	994	1,047	1,134
NJ	6,228	6,679	7,220	5,687	730	908	942	696	5,498	5,771	6,278	4,991
PA,E	42,192	30,085	13,540	58,737	609	765	826	548	41,583	29,320	12,714	58,189
PA,M	2,017	2,423	2,335	2,105	457	648	679	426	1,560	1,775	1,656	1,679
PA,W	2,051	2,437	2,549	1,939	429	550	569	410	1,622	1,887	1,980	1,529
VI	1,224	282	433	1,073	247	34	75	206	977	248	358	867
4TH	12,924	17,867	17,295	13,496	3,406	3,919	3,947	3,378	9,518	13,948	13,348	10,118
MD	2,901	3,590	3,416	3,075	717	520	887	750	2,184	2,670	2,529	2,325
NC,E	1,308	1,464	1,331	1,441	520	575	555	540	788	889	776	901
NC,M	801	955	996	760	296	234	288	242	505	721	708	518
NC,W	777	1,281	1,207	851	208	254	246	216	569	1,027	961	635
SC	3,224	4,113	4,081	3,256	518	505	542	481	2,706	3,608	3,539	2,775
VA,E	1,534	3,194	3,085	1,643	262	568	505	325	1,272	2,626	2,580	1,318
VA,W	648	1,020	1,041	627	284	360	397	247	364	660	644	380
WV,N	706	603	737	572	187	270	171	452	416	467	401	865
WV,S	1,025	1,647	1,401	1,271	347	316	257	406	678	1,331	1,144	1,144

Table C-1. (March 31, 2009—Continued)

Circuit and District	Total Civil Cases				U.S. Civil Cases				Private Civil Cases			
	Pending Mar. 31, 2008	Commenced	Terminated	Pending Mar. 31, 2009	Pending Mar. 31, 2008	Commenced	Terminated	Pending Mar. 31, 2009	Pending Mar. 31, 2008	Commenced	Terminated	Pending Mar. 31, 2009
5TH	37,845	29,897	33,453	34,289	4,503	4,877	4,907	4,473	33,342	25,020	28,546	29,816
LA,E	17,323	7,111	8,991	15,443	570	348	437	481	16,753	6,763	8,554	14,962
LA,M	2,301	862	2,317	846	82	95	107	70	2,219	767	2,210	776
LA,W	2,205	2,100	2,137	2,168	425	469	457	437	1,780	1,631	1,680	1,731
MS,N	1,083	896	995	984	131	122	122	131	952	774	873	853
MS,S	2,463	3,185	3,215	2,433	260	257	210	307	2,203	2,928	3,005	2,126
TX,N	3,048	4,172	4,133	3,087	628	860	888	600	2,420	3,312	3,245	2,487
TX,E	2,768	2,914	2,981	2,701	547	477	448	576	2,221	2,437	2,533	2,125
TX,S	4,252	5,613	5,609	4,286	1,161	1,393	1,381	1,173	3,091	4,220	4,228	3,083
TX,W	2,402	3,044	3,075	2,371	699	856	857	698	1,703	2,188	2,218	1,673
6TH	21,222	21,417	20,271	22,368	3,732	4,225	4,345	3,612	17,490	17,192	15,926	18,756
KY,E	1,447	1,600	1,594	1,453	620	772	799	593	827	828	795	860
KY,W	1,295	1,343	1,281	1,357	272	255	301	226	1,023	1,088	980	1,131
MI,E	5,335	4,966	5,263	5,038	709	1,003	1,045	667	4,626	3,963	4,218	4,371
MI,W	1,417	1,582	1,626	1,373	187	249	222	214	1,230	1,333	1,404	1,159
OH,N	4,622	5,322	4,034	5,910	458	574	607	425	4,164	4,748	3,427	5,485
OH,S	2,811	2,606	2,724	2,693	586	593	602	577	2,225	2,018	2,122	2,116
TN,E	1,365	1,284	1,184	1,465	324	305	264	365	1,041	979	920	1,100
TN,M	1,638	1,489	1,472	1,665	326	244	302	268	1,312	1,245	1,170	1,387
TN,W	1,292	1,225	1,093	1,424	250	230	203	277	1,042	995	890	1,147
7TH	14,450	16,176	15,446	15,180	1,814	2,274	2,132	1,956	12,636	13,902	13,314	13,244
IL,N	7,256	7,958	7,489	7,725	769	830	843	756	6,487	7,128	6,646	6,969
IL,C	1,011	1,134	997	1,148	182	240	217	205	829	894	780	943
IL,S	1,032	946	991	987	180	203	192	191	852	743	799	796
IN,N	1,542	1,398	1,481	1,459	195	231	218	208	1,347	1,167	1,263	1,251
IN,S	2,224	2,687	2,361	2,261	282	412	321	373	1,942	2,275	2,229	1,988
WI,E	1,079	1,246	1,213	1,112	139	190	186	143	940	1,056	1,027	969
WI,W	306	807	725	388	67	168	155	80	239	639	570	308
8TH	17,393	19,489	16,663	20,219	2,376	2,924	3,019	2,281	15,017	16,565	13,644	17,938
AR,E	4,941	5,107	1,938	8,110	281	378	360	299	4,660	4,729	1,578	7,811
AR,W	758	845	784	819	275	305	281	299	483	540	503	520
IA,N	435	554	534	455	205	255	252	202	230	302	279	253
IA,S	764	743	836	671	212	248	288	172	552	495	548	499
MN	5,876	6,454	7,023	5,307	269	348	384	233	5,607	6,106	6,639	5,074
MO,E	1,966	2,383	2,193	2,156	415	452	457	410	1,551	1,931	1,736	1,746
MO,W	1,478	2,076	2,047	1,507	454	569	635	388	1,024	1,507	1,412	1,119
NE	576	772	751	597	120	208	199	129	456	564	552	468
ND	210	218	247	181	43	62	63	42	167	156	184	139
SD	389	337	310	416	102	102	97	107	287	235	213	309

Table C-1. (March 31, 2009—Continued)

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9TH												
AK	39,919	40,350	40,164	40,105	7,230	7,988	8,545	6,673	32,689	32,362	31,619	33,432
AZ	361	380	364	377	138	113	163	223	242	251	214	
CA,N	3,172	3,302	3,515	2,959	700	825	943	582	2,472	2,477	2,572	2,377
CA,E	8,095	5,571	5,858	7,808	759	689	844	604	7,336	4,882	5,014	7,204
CA,C	6,302	5,324	4,770	6,856	844	795	712	927	5,458	4,529	4,058	5,929
CA,S	10,267	12,861	12,844	10,284	2,141	2,749	2,948	1,932	8,126	10,112	9,896	8,342
HI	1,946	2,832	2,566	2,212	442	554	583	413	1,504	2,278	1,983	1,799
ID	589	587	630	546	106	113	107	112	483	474	523	434
MT	584	564	543	605	119	116	119	116	465	448	424	489
NV	649	577	744	482	200	163	229	134	449	414	515	348
OR	2,666	2,815	2,403	3,078	326	254	254	326	2,340	2,561	2,149	2,752
WA,E	2,493	2,081	2,279	2,295	746	614	690	670	1,747	1,467	1,589	1,625
WA,W	600	659	681	578	204	289	262	231	396	370	419	347
GUAM	2,092	2,731	2,893	1,930	472	671	720	423	1,620	2,060	2,173	1,507
NMI	45	22	34	33	18	9	9	13	14	27	13	21
	58	44	40	62	15	9	8	16	43	35	32	46
10TH												
CO	9,177	9,957	9,631	9,503	2,133	2,336	2,289	2,180	7,044	7,621	7,342	7,323
KS	2,105	2,963	2,779	2,289	487	651	627	511	1,618	2,312	2,152	1,778
NM	1,432	1,544	1,502	1,474	319	419	372	366	1,113	1,125	1,130	1,108
OK,N	1,774	1,222	1,282	1,714	365	276	278	363	1,409	946	1,004	1,351
OK,E	768	799	760	807	183	228	228	201	210	585	571	597
OK,W	388	497	471	414	168	189	168	189	220	308	303	225
UT	1,105	1,464	1,413	1,156	268	280	342	206	837	1,184	1,071	950
WY	1,263	1,190	1,095	1,358	232	228	230	230	1,031	962	865	1,128
	342	278	329	291	111	65	71	105	231	213	258	186
11TH												
AL,N	27,282	28,937	28,458	27,761	4,313	5,049	5,220	4,142	22,969	23,888	23,238	23,619
AL,M	3,654	2,638	3,237	3,055	473	468	524	417	3,181	2,170	2,713	2,638
AL,S	996	1,083	1,144	945	197	211	201	207	799	882	943	738
FL,N	663	771	812	622	150	181	185	146	513	590	627	476
FL,M	1,290	1,773	1,545	1,518	339	453	385	407	951	1,320	1,160	1,111
FL,S	11,483	8,067	7,336	12,214	1,249	1,575	1,517	1,307	10,234	6,492	5,819	10,907
GA,N	4,575	8,046	8,042	4,579	1,096	1,141	1,418	819	3,479	6,905	6,624	3,760
GA,M	2,929	4,359	4,193	3,095	443	607	565	485	2,486	3,752	3,628	2,610
GA,S	1,056	1,215	1,240	1,031	235	237	261	211	821	978	979	820
	636	975	909	702	131	176	164	143	505	799	745	559