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17 **IN THE UNITED STATES DISTRICT COURT**
 18 **FOR THE DISTRICT OF ARIZONA**

19 Virginia Van Dusen, et al.,
 20
 21 Plaintiffs,
 22
 23 vs.
 24 Swift Transportation Co., Inc., et al.,
 25 Defendants.

) **No. CV 10-899-PHX-JWS**
)
) **PLAINTIFFS' MOTION TO COMPEL**
) **DEFENDANTS TO TESTIFY**
) **REGARDING TOPICS IN**
) **PLAINTIFFS' 30(B)(6) DEPOSITION**
) **NOTICES**

INTRODUCTION

1
2 Plaintiffs move to compel Defendants to designate and produce corporate
3 witnesses to testify at deposition on behalf of Defendants Swift Transportation Co., Inc.
4 (“Swift”) and Interstate Equipment Leasing, Inc. (“IEL”) regarding the relevant topics
5 that Plaintiffs have listed in their deposition notices (See Plaintiffs’ Notices attached as
6 Exhibit A). Defendants have unreasonably objected to each and every topic, with both 11
7 separate “General Objections” and numerous other individual objections (See
8 Defendants’ Objections attached as Exhibit B). Defendants’ objections generally are that
9 the topics are not relevant to, and not reasonably calculated to lead to the discovery of
10 admissible evidence regarding, whether Plaintiffs are exempt under § 1 of the Federal
11 Arbitration Act (“FAA”), and that the topics are overbroad, unduly burdensome,
12 oppressive, harassing, vague, and ambiguous. In effect, Defendants, by their objections to
13 the deposition notices, are asserting the very same objection they have repeatedly made to
14 discovery beyond the four corners of the written “Contractor Agreement” and Lease.
15 However, this Court has already ruled that discovery is necessary in this case, (Doc. 546,
16 605), and the Ninth Circuit has also repeatedly held that factors above and beyond the
17 language of the Contractor Agreement are relevant and necessary for this Court to resolve
18 the § 1 exemption issue. Thus, Plaintiffs are merely seeking discovery this Court and the
19 Ninth Circuit have repeatedly found they are entitled to seek.

20 This Court set a schedule for discovery (Doc. 548, extended by seven months in
21 Doc. 605) yielding a discovery cut off November 10, 2015) and trial of the Section 1
22 exemption issue as mandated by the Ninth Circuit thereafter. Docs. 548, 605. Defendants
23 sought a stay of discovery from this Court and from the Ninth Circuit, noting its appeal
24 and mandamus petition. Both this court and the Ninth Circuit rejected Defendants’ stay
25 request (Docs. 622 and 637), thereby allowing discovery beyond the four corners of the
26 agreements as set forth in the Orders governing discovery and trial of the FAA Section 1
27 exemption issue. Yet, by refusing to answer documentary discovery and by Swift’s
28

1 refusal to designate a 30(b)(6) deponent and the Defendants' objection to every single
2 notice topic, Defendants have effectuated the very stay which was denied by this Court
3 and the Ninth Circuit through obstinacy and delay.

4 As set forth in Plaintiffs' Local Rule 37.1 Statement in Support of Motion to
5 Compel Defendants to Testify Regarding Topics in Plaintiffs' 30(b)(6) Deposition
6 Notices (attached as Exhibit C), Plaintiffs' 30(b)(6) deposition topics are directly and
7 specifically relevant to whether Plaintiffs are exempt under § 1 of the FAA. The topics all
8 seek to discover, among other things: 1) Swift's right to control Plaintiffs' work; 2)
9 Plaintiffs' opportunity to earn profits from the work performed for Swift; 3) Plaintiffs'
10 investment in equipment and material needed for the work performed for Swift; 4)
11 whether the work performed for Swift requires a specialized skill; and 5) whether the
12 work done by Plaintiffs is an integral part of Swift's business. Further, there is nothing
13 about the topics that are unduly burdensome. Consequently, Defendants' form responses
14 that each topic is irrelevant, overbroad and unduly burdensome are inappropriate and
15 completely deficient. Defendants should be compelled to produce witnesses to testify
16 about such topics.

17 **BACKGROUND**

18 Plaintiffs served Defendants with 30(b)(6) deposition notices for Defendants Swift
19 and IEL on or about January 9, 2015. Defendants served Plaintiffs with their objections
20 on or about January 30, 2015. On February 6, 2015, Defendants filed an Expedited
21 Motion for an Order Staying Further Proceedings Pending Appellate Review (Doc. 612).
22 Defendants made the motion on the ground that they believe that this Court's January 22,
23 2015 Order (Doc. 605) conflates the process and trial of the gateway issue of arbitrability
24 with the ultimate determination of the merits of Plaintiffs' claims. The parties continue to
25 argue this issue in the Ninth Circuit Court of Appeals through both the appeals and
26 mandamus procedures; however, both this Court and the Court of Appeals have denied
27 Defendants' motions for a stay of these proceedings pending appellate review on
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1 February 17, 2015 and May 15, 2015, respectively (see Docs. 622 and 637). A meet and
2 confer was held between counsel for the parties (Dan Getman and Lesley Tse for
3 Plaintiffs, and Robert Mussig and Hilary Habib for Defendants,) on July 13, 2015.
4 During the meet and confer, Defendants stated broadly that they were objecting to
5 Plaintiffs' topics as overbroad, unduly burdensome and seek information not reasonably
6 calculated to lead to discovery of admissible evidence. Defendants would not propose
7 any narrowed topics that they would be willing to designate a corporate witness to testify
8 about.

9 ARGUMENT

10 I. PLAINTIFFS' TOPICS ARE ALL RELEVANT TO THE CASE

11 The topics listed in Plaintiffs' 30(b)(6) deposition notices are all relevant to this
12 case, particularly to whether Plaintiffs are exempt under § 1 of the FAA. As a general
13 rule "any matter relevant to a claim or defense is discoverable." *Rivera v. NIBCO, Inc.*,
14 364 F.3d 1057, 1063 (9th Cir. 2004) (citing Fed. R. Civ. P. 26(b).). "Relevance for
15 purposes of discovery is defined very broadly." *Garneau v. City of Seattle*, 147 F.3d 802,
16 812 (9th Cir. 1998) (citing *Hickman v. Taylor*, 329 U.S. 495, 506-07 (1947)). As the
17 Supreme Court has made clear, "discovery rules are to be accorded a broad and liberal
18 treatment." *Hickman*, 329 U.S. at 507. *See also Bryant v. Armstrong*, 285 F.R.D. 596,
19 600 (S.D. Cal. 2012) ("Relevance is construed broadly to include any matter that bears
20 on, or reasonably could lead to other matter that could bear on, any issue that may be in
21 the case."). "No longer can the time-honored cry of 'fishing expedition,'" such as
22 Defendants repeatedly assert here, (*see* Defendants' brief, Doc. 151 at p. 2:12, 22, 26, p.
23 6:25, p. 7:6, p. 8:11, p. 9:19, p. 10:12, 13), "serve to preclude a party from inquiring into
24 the facts underlying his opponent's case." *Id.*¹ *See also Voggenthaler v. Maryland*

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26
27 ¹ Although the language of Rule 26(b)(1) was revised with the 2000 Amendments, the
28 present standard is still "a very broad one." *See United Oil Co., Inc. v. Parts Associates*,

1 *Square, LLC*, 2:08-CV-01618-RCJ, 2011 WL 112115, *8 (D. Nev. Jan. 13, 2011) (“An
2 opponent’s characterization of a discovery request as a ‘fishing expedition’ should not,
3 however, prevent discovery of relevant and potentially admissible evidence in the
4 possession, custody or control of the opposing parties. The requesting party is not
5 required to demonstrate in advance that the sought-after information will ultimately prove
6 his case or even that it will be admissible at trial. He is only required to make a threshold
7 showing that the discovery is relevant and is calculated to lead to the discovery of
8 admissible evidence.”) (*clarified in part*, 1:08-CV-L618-RCJ-GWF, 2011 WL 902338
9 (D. Nev. Feb. 28, 2011)).

10 Broad discovery is necessary here to determine whether Plaintiffs are employees
11 as a matter of law. In its order approving Plaintiffs’ comprehensive schedule for the
12 discovery needed to determine what facts bear on Plaintiffs’ status as employees or
13 independent contractors, this Court noted that Plaintiffs’ comprehensive discovery plan is
14 what is required by the Ninth Circuit’s remand order is correct, while Defendants’
15 contention that the issue may be resolved on the basis of the existing papers lacks merit.
16 (Doc. 546 at 2). The Court also enumerated additional specific factors that it must
17 examine:

18 Indeed, to sort out whether an individual is an employee rather than an
19 independent contractor generally requires consideration of numerous
20 factors, including the employer’s right to control the work, the individual’s
21 opportunity to earn profits from the work, the individual’s investment in
equipment and material needed for the work, whether the work requires a
specialized skill, and whether the work done by the individual is an
integral part of the employer’s business.

22 (Doc. 546 at 1), *citing Real v. Driscoll Strawberry Associates, Inc.*, 603 F.2d 748, 754
23 (9th Cir. 1979).

24 Your Honor recently reaffirmed in *Collinge v. IntelliQuick Delivery, Inc.*, No.

25
26 *Inc.*, 227 F.R.D. 404, 409 (D. Md. 2005) (*quoting* 8 Wright, Miller & Marcus, Federal
27 Practice and Procedure: Civil 2d § 2008 (Supp. 2004);
28

1 2:12-CV-00824 JWS, 2015 WL 1299369 (D. Ariz. Mar. 23, 2015) that:

2 the test the court must use to make this determination [of whether an
3 individual is an employee or an independent contractor] is the “economic
4 realities” test, which employs a non-exhaustive list of six-factors set forth
5 by the Ninth Circuit in *Real v. Driscoll Strawberry Associates, Inc.* These
6 factors are:

- 7 (1) “the degree of the alleged employer’s right to control the manner
8 in which the work is to be performed;”
- 9 (2) “the alleged employee’s opportunity for profit or loss depending
10 upon his managerial skill;”
- 11 (3) “the alleged employee’s investment in equipment or materials
12 required for his task, or his employment of helpers;”
- 13 (4) “whether the service rendered requires a special skill;”
- 14 (5) “the degree of permanence of the working relationship;” and
- 15 (6) “whether the service rendered is an integral part of the alleged
16 employer’s business.”

17 Contractual language that purports to describe an individual’s working
18 relationship does not control, nor does the parties’ intent. Instead, the
19 economic realities of the working relationship are what matters. The court’s
20 ultimate focus is on whether, as a matter of economic reality, the individual
21 is dependent upon the business to which she renders service.

22 *Id.* at *2

23 In its order denying Defendants’ motion to stay the proceedings and determine the
24 appropriate resolution of the Federal Arbitration Act (“FAA”) exemption issue, this Court
25 once again affirmed that comprehensive discovery on factors beyond the language of the
26 Contractor Agreement is necessary to effectuate the remand order:

27 The question of whether an agreement is a contract of employment is not
28 simply a question of the stated intent of the parties. If that were the case,
then the use of the term “independent contractor” would simply govern the
issue. Whether the parties formed an employment contract—that is
whether plaintiffs were hired as employees—necessarily involves a factual
inquiry apart from the contract itself. That analysis will require the court to
consider the “Contractor Agreement as a whole, as well as the lease and
evidence of the amount of control exerted over plaintiffs by defendants.”
Indeed, the distinction between independent contractors and employees is
“highly factual.” Classifying the arrangement requires the court to consider
numerous fact-oriented details, such as the employer’s right to control the
work, the individual’s opportunity to earn profits from the work, the
individual’s investment in equipment and material needed for the work,
whether the work requires a specialized skill, and whether the work done
by the individual is an integral part of the employer’s business. Plaintiffs
should be provided an opportunity to discover evidence that would affect
the court’s analysis regarding the parties’ intent in this regard.

1 (Doc. 605 at 5) (citations omitted). Evidence of all of these factors that the Court must
2 consider in order to carry out the instructions of the Ninth Circuit is exactly what
3 Plaintiffs seek in their discovery. Thus not only is the discovery Plaintiffs seek relevant
4 under the broad definition of relevance for discovery purposes, *see Garneau v. City of*
5 *Seattle*, 147 F.3d 802, 812 (9th Cir. 1998) (citing *Hickman v. Taylor*, 329 U.S. 495, 506-
6 07 (1947)) (“Relevance for purposes of discovery is defined very broadly.”), it is relevant
7 under even the most narrow interpretation of the term. For example, Plaintiffs seek
8 information concerning the instructions Swift sends to drivers through the onboard
9 Qualcomm device. Qualcomm is the primary way that Swift communicates with its
10 drivers. Clearly what Swift says to its drivers is directly relevant to the level of control
11 they exert over Plaintiffs. Plaintiffs believe, based on our investigation of the claims in
12 this case, that the Qualcomm messages show that Swift told drivers what routes they
13 were required to take, what time to pick up and deliver loads, when to go off duty, etc.
14 This would clearly indicate that Swift exerted a high level of control over Plaintiffs and
15 thus that Plaintiffs were employees. Similarly, documents and information concerning
16 GPS tracking of drivers and speed governors whereby Defendants control the speed
17 Plaintiffs drive are directly indicative of the level of control exerted by Defendants.
18 Particularly in the trucking context, contractor misclassification requires a wide-ranging
19 inquiry into many factors. For example, Your Honor in *Collinge* found, on plaintiffs’
20 motion for summary judgment, that plaintiff drivers were employees as a matter of law
21 by reviewing an extensive array of factors:

22 **a. IntelliQuick exercises significant control over the way in which the**
23 **drivers perform their jobs**

24 The first economic realities test factor measures IntelliQuick’s right to
25 control the manner in which the drivers perform their work. Because the
26 undisputed evidence shows policies and procedures allow IntelliQuick to
27 exercise a great deal of control over the manner in which its drivers perform
28 their jobs, this factor strongly favors plaintiffs.

First, IntelliQuick can and does control its drivers’ appearance. All drivers
are required to wear an IntelliQuick uniform, including a red IntelliQuick
shirt and black pants or shorts, accompanied by an IntelliQuick

1 identification (“ID”) badge . IntelliQuick also requires its drivers to have
2 their uniforms professionally cleaned.

3 Second, IntelliQuick trains its drivers on its policies and procedures.
4 IntelliQuick’s new driver orientation instructs drivers on which IntelliQuick
5 employees will assign them work, on how to use IntelliQuick’s forms—
6 including invoices, delivery slips, and door tags, and on IntelliQuick’s
7 deadlines for making deliveries pursuant to each of IntelliQuick’s various
8 “Service Types.” The orientation informs drivers that they must file their
9 delivery paperwork with IntelliQuick by the next business day, must call
10 IntelliQuick “if anything [they] are doing takes 5 minutes more than
11 expected,” and must inform IntelliQuick if an item is undeliverable for any
12 reason, making a notation to that effect on the package’s delivery sticker.²⁵
13 IntelliQuick instructs its drivers on the physical location where they must
14 scan their packages²⁶ and the proper way to greet customers.²⁷ IntelliQuick
15 also mandates the equipment that route drivers must have with them,
16 including a hand truck, ice chest, and clipboard.

17 *3 At oral argument defense counsel argued that even if IntelliQuick has
18 the hypothetical right to train the drivers, it does not actually train all of
19 them, and the training it does provide does not extend “beyond simple
20 instruction on the operation of communication devices and the physical
21 location of where deliveries would be made.” This argument’s flawed
22 premise is that only formal training provided at the beginning of a driver’s
23 tenure is “training.” The record shows that, in addition to initial orientation
24 training, IntelliQuick trains its drivers on an ongoing basis.

25 Third, IntelliQuick subjects its drivers to a series of “uniform standard
26 operating procedures” (“SOPs”), which regulate what the drivers are
27 required to do, within which “time frame” they must do it, what they are
28 required to wear, and which equipment they must use. IntelliQuick asserts
that these SOPs do not show its own control over its drivers because the
SOPs are “dictated by specifications set by” its customers. Even assuming
this is true, however, IntelliQuick does not dispute that it enforces the SOPs
and its own internal policies with “chargebacks” (i.e., financial penalties)
that it deducts from the drivers’ pay.

IntelliQuick monitors its drivers’ work using its “CXT system,” which
allows IntelliQuick to know where its drivers are at all times and to
communicate with them. IntelliQuick also maintains a “care ticket system”
that, among other things, documents customer complaints and “service
failures,” such as late or missed deliveries or protocol violations. When
drivers commit service failures, IntelliQuick may sanction them with
chargebacks. Care ticket system records show that IntelliQuick closely
monitors the details of the drivers’ activities and routinely metes out
chargebacks or other discipline when a driver’s performance falls below
expectations. For example, IntelliQuick has disciplined its drivers for:

- not wearing their IntelliQuick uniform or ID badge;
- improperly using IntelliQuick equipment;
- making inappropriate comments;
- improperly filling out or handling paperwork;
- mishandling packages;
- not calling the customer regarding an undeliverable package; and
- not bringing delivery problems to IntelliQuick’s attention.

1 By closely monitoring the drivers' actions and disciplining them for
2 violations of protocol, IntelliQuick exercises extensive control over the
3 manner in which its drivers perform their jobs.

4 Fourth, IntelliQuick dispatchers have discretion to unilaterally assign pick-
5 ups to Route and Freight Drivers. This supports the inference that these
6 drivers lack the "degree of independence that would set them apart from
7 what one would consider normal employee status." Defendants assert that
8 drivers are free to turn down work, and point to opt-in plaintiff Eddie
9 Miller's ("Miller") and plaintiff Robert Campagna's testimony to that
10 effect. Even if this is true, however, the fact remains that IntelliQuick can
11 and does issue chargebacks to Route and Freight Drivers who turn down
12 assigned work. At oral argument IntelliQuick's counsel implicitly conceded
13 as much by arguing only that IntelliQuick does not assess such chargebacks
14 against On Demand Drivers. This factor weighs in favor of finding that
15 Route and Freight Drivers are employees. Further, because IntelliQuick
16 does not assess chargebacks against On Demand Drivers for refusing work,
17 however, this factor weighs in favor of finding that On Demand Drivers are
18 independent contractors.

19 *4 Fifth, IntelliQuick controls the time that Freight and Route Drivers must
20 start their work. IntelliQuick gives them a manifest that informs them of
21 their deliveries, which vary from day-to-day, and the time by which the
22 time-sensitive deliveries must be completed. As defendants point out,
23 however, On-Demand Drivers are able to determine when to start their
24 workday. For example, plaintiff Heather Arras testified that the start time
25 for her On-Demand work began when she let dispatch know that she was
26 available. This particular consideration therefore weighs in favor of
27 plaintiffs with regard to Route and Freight Drivers, and in favor of
28 defendants with regard to On-Demand Drivers.

b. The drivers have few opportunities for profit or loss that depend upon their managerial skill

19 The second economic realities test factor measures "the alleged employee's
20 opportunity for profit or loss depending upon his managerial skill." This
21 factor is relevant because experiencing profit or loss based on one's
22 managerial skill is a characteristic of running an independent business. In
23 *Real*, for example, the Ninth Circuit found that this factor weighed in favor
24 of finding that the strawberry grower plaintiffs were employees because
25 their opportunity for profit or loss appeared "to depend more upon the
26 managerial skills of [their alleged employers] in developing fruitful
27 varieties of strawberries, in analyzing soil and pest conditions, and in
28 marketing than it does upon the [growers'] own judgment and industry in
weeding, dusting, pruning and picking."

29 Assuming all factual inferences in favor of defendants, this factor cuts in
30 favor of plaintiffs. It appears that the drivers' opportunity for profit or loss
31 depends more upon the jobs to which IntelliQuick assigns them than on
32 their own judgment and industry. This weighs in favor of economic
33 dependence.

34 It is undisputed that the drivers receive "piecework" wages, meaning that
35 they are paid by the job instead of by the hour. Drivers who minimize the
36 costs, or maximize the revenue, of getting from point A to point B may

1 thereby maximize profits. As defendants observe, On-Demand Drivers can
2 maximize profits by declining relatively low-paying jobs and Route and
3 Freight Drivers can minimize costs by ordering their deliveries efficiently.
4 The drivers' ability to increase their profits through such means is limited,
5 however. With respect to revenue, On-Demand Drivers' pay is capped by
6 what IntelliQuick is willing to pay them. With respect to costs, even if
7 Route and Freight Drivers are able to rearrange the order of their deliveries,
8 their ability to realize a profit from this opportunity is constrained by the
9 fact that IntelliQuick decides which deliveries appear on their manifests.

10 *5 Defendants argue that the drivers can increase their profits in three other
11 ways: by negotiating pay raises, taking on additional work, or selecting
12 fuel-efficient vehicles. None of these arguments is persuasive. As to
13 defendants' first contention, one's ability to obtain a discretionary pay raise
14 is not the type of profit-maximizing "managerial skill" that is characteristic
15 of independent contractor status. Employees and independent contractors
16 alike may request pay raises. The profit-maximizing opportunities that are
17 relevant here are those under the worker's control, not subject to the
18 discretion of the worker's supervisor. Second, a worker's ability to simply
19 work more is irrelevant. More work may lead to more revenue, but not
20 necessarily more profit. Finally, although selecting a fuel-efficient vehicle
21 will likely reduce a driver's costs over the long run, there is little
22 "managerial skill" involved in that decision.

23 **c. The drivers do not make significant investments in equipment or
24 materials, nor do they employ helpers**

25 The third economic realities test factor measures "the alleged employee's
26 investment in equipment or materials required for his task, or his
27 employment of helpers." "The investment 'which must be considered as a
28 factor is the amount of large capital expenditures, such as risk capital and
capital investments, not negligible items, or labor itself.' ""In making a
finding on this factor, it is appropriate to compare the worker's individual
investment to the employer's investment in the overall operation." In *Real*,
for example, the Ninth Circuit held that the strawberry growers'
"investment in light equipment hoes, shovels and picking carts [was]
minimal in comparison with the total investment in land, heavy machinery
and supplies necessary for growing the strawberries."

Plaintiffs concede that all drivers must invest in a personal vehicle to make
deliveries and some purchase their own scanners. Further, defendants point
out that plaintiff Brian Black ("Black") purchased a hand truck and a rubber
stamp. These investments are insignificant, however, when compared to the
total capital investment necessary to operate IntelliQuick's delivery
business, including the cost of acquiring and maintaining warehouse space,
office space, dispatchers, computers, and the CXT software used to
coordinate the deliveries.

Further, although defendants correctly observe that the drivers may hire
helpers, this "does not prevent a finding that they are employees." This
holds true here in light of defendants' inability to point to any driver who
has actually employed a helper. The only evidence defendants cite in this

1 regard comes from Miller's deposition testimony that he "put together a
2 crew" of drivers for a large, two-month job. But even assuming the truth of
3 Miller's testimony and interpreting all reasonable inferences in defendants'
4 favor, the court cannot reasonably infer that Miller employed a helper.
Miller did not testify that he employed any drivers himself and, more
importantly, when he was specifically asked whether drivers could employ
helpers Miller testified that it was possible but he did not know "that
anybody ever did it."

5 *Id.* at *2-5 (D. Ariz. Mar. 23, 2015); *see also, Ruiz v. Affinity Logistics Corp.*, 754 F.3d
6 1093, 1101-05 (9th Cir. 2014) *cert. denied*, No. 14-451, 2014 WL 5324355 (Dec. 15,
7 2014) (reversing a District Court's finding that truckers were contractors rather than
8 employees, by a detailed review of the record, looking at a wide variety of factors many
9 of which are the subject of Plaintiffs' discovery requests); *Slayman v. FedEx Ground*
10 *Package Sys., Inc.*, 765 F.3d 1033, 1042-46 (9th Cir. 2014) (finding that FedEx delivery
11 drivers are employees under Oregon law) and *Alexander v. FedEx Ground Package Sys.*,
12 *Inc.*, 765 F.3d 981 (9th Cir. 2014) (finding that FedEx delivery drivers are employees
13 under California law).

14 The discovery of similar factors here is proper.

15 **II. DEFENDANTS HAVE NOT SHOWN HOW THE TOPICS ARE** 16 **BURDENSOME**

17 As detailed in the previous section, all of the topics listed in the 30(b)(6)
18 deposition notices are relevant to Defendants' relationship with Plaintiffs and
19 Defendants' control over Plaintiffs' work. None of the topics will require preparation of
20 witnesses that is above and beyond the typical 30(b)(6) deposition. Indeed, it is likely that
21 each Defendant will be able to designate, and thus prepare, just one or two witnesses to
22 testify about all of the topics. "[T]he party opposing discovery has the burden of showing
23 that discovery should not be allowed and also has the burden of clarifying, explaining and
24 supporting its objections with competent evidence." *Louisiana Pac. Corp. v. Money Mkt.*
25 *I International Inv. Dealer*, 285 F.R.D. 481, 485 (N.D. Cal. 2012) (citing *DIRECTV, Inc.*
26 *v. Trone*, 209 F.R.D. 455, 458 (C.D. Cal. 2002)); *see also Nat'l Acad. of Recording Arts*
27 *& Sciences, Inc. v. On Point Events, LP*, 256 F.R.D. 678, 680 (C.D. Cal. 2009) (citing

1 *Blankenship v. Hearst Corp.*, 519 F.2d 418, 429 (9th Cir. 1975)). Defendants have
2 supplied no explanation, citation to authority, or supporting evidence that Plaintiffs’
3 topics are somehow *unduly* burdensome, other than general objections and conclusory
4 recitations. *See Kristensen v. Credit Payment Servs., Inc.*, No. 2:12-CV-0528-APG, 2014
5 WL 6675748, at *6 (D. Nev. Nov. 25, 2014) (“CPS has not met its burden of establishing
6 that responding to these discovery requests would present an undue burden or expense by
7 its conclusory, unsupported and self-serving statements.”); *Wichita Fireman’s Relief*
8 *Ass’n v. Kansas City Life Ins. Co.*, No. 11-1029-CM-KGG, 2011 WL 4908870, at *3 (D.
9 Kan. Oct. 14, 2011) (“virtually all responsibilities in responding to discovery are
10 burdensome. Defendant has not, however, established that the request is unduly
11 burdensome.”).

12 Defendants fail to meet their burden of establishing any burden at all, let alone an
13 undue burden. *See Bible v. Rio Properties, Inc.*, 246 F.R.D. 614, 619 (C.D. Cal. 2007)
14 (citing, *inter alia*, *McLeod, Alexander, Powel & Appfel, P.C v. Quarles*, 894 F.2d 1482,
15 1485 (5th Cir.1990) (objections that document requests are overly broad, burdensome,
16 oppressive, and irrelevant are insufficient to meet objecting party’s burden of explaining
17 why discovery requests are objectionable); *Panola Land Buyers Ass’n v. Shuman*, 762
18 F.2d 1550, 1559 (11th Cir.1985) (conclusory recitations of expense and burdensomeness
19 are not sufficiently specific to demonstrate why requested discovery is objection-able)).
20 Defendants have not produced any evidence whatsoever showing any undue burden that
21 may be caused by having to testify about the listed topics. Accordingly, Defendants
22 should be compelled to produce witnesses to testify about such topics.

23 CONCLUSION

24 As all of the topics listed in Plaintiffs’ 30(b)(6) notices are directly relevant to the
25 issue of whether Plaintiffs are exempt under § 1 of the FAA, and as Defendants have
26 made no showing whatsoever that testifying about these topics is unduly burdensome,
27 Plaintiffs’ motion to compel should be granted and Defendants ordered to designate and
28

1 produce corporate witnesses to testify at deposition on behalf of Swift and IEL regarding
2 those topics.

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4 Respectfully submitted this 13th day of July, 2015.

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CERTIFICATE OF SERVICE

I hereby certify that on July 13, 2015, I electronically transmitted the attached document to the Clerk’s Office using the CM/ECF System for filing and transmittal of a Notice of Electronic filing to the following CM/ECF registrants:

Ellen M. Bronchetti
Paul S. Cowie
Ronald Holland
Sheppard Mullin Richter & Hampton
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San Francisco, CA 94111

s/Anibal Garcia