

Docket No. TC-170883 - Vol. I

Beeline Tours Ltd. v. Brar

November 2, 2017



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BEFORE THE WASHINGTON UTILITIES AND TRANSPORTATION COMMISSION

BEELINE TOURS LTD. d/b/a) SEATTLE EXPRESS))DOCKET TC-170883 Complainant.)

v.)

BHUPINDER SINGH BRAR) d/b/a BRAR AIRPORT) TOWNCAR SERVICE,) Respondent.)

BRIEF ADJUDICATIVE PROCEEDING, VOLUME I Pages 1-72 ADMINISTRATIVE LAW JUDGES RAYNE PEARSON AND LAURA CHARTOFF

November 2, 2017

1:00 p.m.

Washington Utilities and Transportation Commission 1300 South Evergreen Park Drive SW Olympia, Washington 98504

REPORTED BY: TAYLER GARLINGHOUSE, CCR 3358

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FOR BRAR AIRPORT TOWNCAR SERVICE:

BHUPINDER SINGH BRAR

ALSO PRESENT:

MICHAEL ROGERS
MATTHEW SCHMER

* * * * *

OLYMPIA, WASHINGTON; NOVEMBER 2, 2017
1:00 P.M.
--o0o--

PROCEEDINGS

JUDGE CHARTOFF: Good afternoon. Today is Thursday, November 2, 2017, at 1:00 p.m., and we're here today for a brief adjudicative proceeding in Docket TC-170883, which is a formal complaint filed by Beeline Tours, doing business as Seattle Express against Bhupinder Singh Brar, d/b/a Brar Airport Towncar Service.

My name is Laura Chartoff. I am an administrative law judge with the Utilities and Transportation Commission. I am co-presiding today with Judge Pearson who will be presiding over the portions of the hearing dealing with witness testimony.

Because the complainant bears the burden of proof, Beeline's witnesses will testify first and then we will hear from any witnesses from Brar Airport Towncar.

Let's start by taking short appearances. Please state your name and who you represent for the record.

MR. FASSBURG: Good afternoon. Blair

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1 Fassburg with Williams Kastner, and Dave Wiley will also
 2 be joining via the bridge line today, although I don't
 3 know if he's going to chime in. Here today on behalf of
 4 Beeline Tours. With me today also are Michael Rogers
 5 and Matt --
 6 And I'm sorry, Matt, I forgot your last
 7 name.
 8 MR. SCHMER: Schmer.
 9 MR. FASSBURG: Schmer.
 10 MR. BRAR: Bhupinder Singh, I'm the only
 11 one.
 12 JUDGE PEARSON: Is your last name --
 13 MR. BRAR: Brar.
 14 JUDGE PEARSON: It is Brar, okay.
 15 MR. BRAR: Yes, B-r-a-r.
 16 JUDGE CHARTOFF: Okay. Mr. Fassburg, if you
 17 have an opening statement, you may make it now.
 18 MR. FASSBURG: Sure. I will make a brief
 19 statement. Beeline Tours filed this complaint against
 20 Bhupinder Brar because it is -- Beeline is an auto
 21 transportation company with a certificate and authority
 22 to provide auto transportation service between hotels in
 23 SeaTac, Washington, and the cruise terminals. They were
 24 under the impression and investigated and believed based
 25 on that investigation that, in fact, Brar Airport

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1 Towncar Service, which is the d/b/a of Bhupinder Brar,
 2 is providing auto transportation service from at least
 3 one hotel in SeaTac, Washington, and the cruise piers.
 4 Because Bhupinder Brar holds a certificate
 5 to provide charter and excursion service in Washington,
 6 we believe they are subject to the jurisdiction of the
 7 UTC, and so Beeline filed this formal complaint in order
 8 to seek a remedy, which it hopes ultimately will be a
 9 cease and desist order against Brar, preventing them
 10 from providing further auto transportation service.
 11 Thank you.
 12 JUDGE CHARTOFF: So go ahead and call your
 13 first witness.
 14 MR. FASSBURG: Okay. We will call Michael
 15 Rogers.
 16
 17 MICHAEL ROGERS, witness herein, having been
 18 first duly sworn on oath,
 19 was examined and testified
 20 as follows:
 21
 22 JUDGE CHARTOFF: Please be seated.
 23 ////
 24 ////
 25 ////

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E X A M I N A T I O N

1
 2 BY MR. FASSBURG:
 3 **Q. Will you please state your full legal name.**
 4 A. Michael Martin Rogers.
 5 **Q. And will you spell your last name.**
 6 A. R-o-g-e-r-s.
 7 **Q. Mr. Rogers, will you please state your**
 8 **occupation and affiliation with Beeline Tours?**
 9 A. I am the owner of Beeline Charters & Tours and
 10 the CEO as well.
 11 **Q. And what is Beeline Charters & Tours?**
 12 A. It's a charter excursion company providing
 13 charter and excursion service for -- out of Seattle,
 14 Washington.
 15 **Q. Do you also provide auto transportation service?**
 16 A. Yes, we also have a company that we purchased a
 17 year and a half ago that provides auto trans under the
 18 name Seattle Express.
 19 **Q. Now, based on what you just said and to clarify**
 20 **for the record, do I understand correctly that Beeline**
 21 **Tours purchased another company which held an auto**
 22 **transportation certificate?**
 23 A. That's correct.
 24 **Q. Can you describe for the Commission why you**
 25 **purchased a company that had an auto transportation**

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1 **certificate?**
 2 A. Sure. We identified Seattle Express as a great
 3 complement to our current Beeline Charters & Tours to
 4 our charter and excursion permit. We -- working with
 5 Matt, the previous owner of Seattle Express, we became
 6 familiar with his business and noticed how it
 7 complemented what we were doing and the equipment that
 8 we had to help service his growing business. So that
 9 was the main driver of the acquisition.
 10 **Q. Did you believe there was value in holding a**
 11 **certificate of public convenience and necessity to**
 12 **provide auto transportation service?**
 13 A. Yes, we paid a lot of money for that actually.
 14 **Q. Okay. And the certificate that had been issued**
 15 **to Seattle Express, has that now been transferred to**
 16 **Beeline Tours?**
 17 A. Yes, it has.
 18 **Q. Okay. So just for the record, will you please**
 19 **read from your certificate the certificate of authority**
 20 **Beeline holds?**
 21 A. (As read) For passenger service between hotels
 22 and the city of Renton, Pike Place Market, and downtown
 23 Seattle. Passenger service between hotels in the city
 24 of SeaTac, Southcenter Mall, Pike Place Market, and the
 25 cruise terminals, Pier 66 and 91. Passenger service

1 between hotels in the city of Tukwila, Southcenter, Pike
2 Place, and the cruise ship terminals, Pier 66 and Pier
3 91. Passenger service from hotels in the cities of
4 Tukwila or SeaTac to the SeaTac Airport with the
5 required immediate stop at the cruise terminal, Pier 66
6 or Pier 91, on a single ticket fare.

7 **Q. Now, is part of the reason that you wanted to**
8 **acquire that certificate because you understood that**
9 **there would be some level of exclusivity in providing**
10 **auto transportation service in the territories**
11 **described?**

12 A. Absolutely, that was the main value that we
13 purchased when we bought Seattle Express.

14 **Q. After you acquired Seattle Express and had that**
15 **certificate transferred to Beeline, did you learn that**
16 **there were companies operating within the certificate**
17 **territory that did not have auto transportation**
18 **certificates?**

19 A. I did.

20 **Q. Can you please describe for us how you came to**
21 **know about Brar Airport Towncar Service?**

22 A. Initially, Matt Schmer, my other previous owner
23 and my operations manager for Seattle Express, informed
24 me that, you know, there's companies operating,
25 providing passenger -- scheduled passenger

1 A. Yep.

2 **Q. When you went to the Red Roof Inn, did they have**
3 **any information available about Brar's services there in**
4 **the hotel?**

5 A. Yeah, I did notice while I was waiting for -- to
6 be picked up that there was a brochure advertising their
7 service and which I had took.

8 **Q. What I've previously marked as Exhibit MR-4 in**
9 **this docket, if you'll turn to that.**

10 JUDGE PEARSON: Can we have a copy of that
11 up here?

12 MR. FASSBURG: Sure. Your Honor, did I
13 leave the notebook --

14 JUDGE PEARSON: Oh, I took the binder, and I
15 left it in my office.

16 MR. FASSBURG: Okay.

17 JUDGE PEARSON: Okay. So let's just take a
18 quick break, and I'll go grab that. I'm sorry about
19 that.

20 (Pause in the proceedings.)

21 JUDGE PEARSON: Let's be back on the record.
22 And I'm sorry, I forgot these were in the same binder.

23 MR. FASSBURG: Yeah, I know that's
24 confusing. We did that just so I wouldn't have to carry
25 down six binders.

1 transportation service out of Red Lion -- excuse me, not
2 Red Lion, Red Roof in SeaTac. And so that's how I
3 initially became aware of the company.

4 **Q. Okay. So if I understood correctly, it was your**
5 **understanding from Matt that Brar was providing**
6 **scheduled passenger service from a hotel in SeaTac,**
7 **Washington to the cruise piers?**

8 A. Correct.

9 **Q. And did you do anything to more fully develop**
10 **your understanding of what Brar was doing?**

11 A. I did, yes. I wanted to fully understand what
12 he was providing, so I called the Red Roof Inn and asked
13 them if they provided shuttle service to the cruise
14 piers and they said they did. I asked them how much it
15 was, and they gave me a price of \$15, and I asked them
16 when it departed, and they said 11:00 a.m. Then I
17 proceeded to make a reservation, they told me to
18 arrive -- be in the lobby at 10:45 a.m., and then I got
19 onto the shuttle along with a lot of other guests and
20 was dropped off at Pier 66.

21 **Q. Now, when you actually went and took that trip**
22 **yourself, do you recall when that occurred?**

23 A. I believe it was August 16th or August 19th.
24 Somewhere in the middle of August 2017.

25 **Q. Okay. So just a couple of months ago?**

1 JUDGE PEARSON: Understood.

2 MR. FASSBURG: So I will provide Mr. Brar
3 with a copy as well, of course.

4 BY MR. FASSBURG:

5 **Q. I think numbering-wise, these may be confusing,**
6 **but, Mr. Rogers, I've directed you to look at MR-4 is**
7 **what we've previously labeled it to be. Can you tell us**
8 **what this is?**

9 A. Yeah, that's the brochure that I picked up in
10 the lobby of the Red Roof Inn.

11 **Q. Is this the front?**

12 A. Correct, it is the front.

13 **Q. Now will you turn to MR-3. What is this?**

14 A. This is the back of the same brochure.

15 **Q. Okay. Now, going back to the front, it**
16 **indicates here (as read) Brar Airport Service, \$15**
17 **cruise terminals. We provide transportation from your**
18 **hotel to cruise terminal and airport. Please call for**
19 **reservations, and then it says down at the bottom**
20 **"departs daily."**

21 **When you, in fact, rode on Brar Service, was it**
22 **\$15 as indicated here on the pamphlet?**

23 A. No, it -- they -- when I received my -- when I
24 looked online and got my statement, they actually
25 charged me \$17.

1 **Q. If you will, please turn to Exhibit MR-5. Can**
 2 **you tell us what Exhibit MR-5 is?**
 3 A. MR-5, it's a screen shot of my bank statement
 4 showing the charges that I -- showing the charges from
 5 Brar Transportation.
 6 **Q. Okay. And showing that you paid \$17?**
 7 A. Correct, 17.
 8 **Q. Now, the date there, August 14th, 2017, is that**
 9 **the day on which you made that trip?**
 10 A. No, I actually made the trip on August 12th.
 11 **Q. And while we were off the record, did you do**
 12 **something to refresh your memory about the day of the**
 13 **trip?**
 14 A. I did. I took a look at my notes on my phone I
 15 kept.
 16 **Q. Okay. Now, if we will turn back to MR-3, the**
 17 **back of that flyer, down at the bottom half of that**
 18 **where it says (as read) Flat rate to downtown, departs**
 19 **daily, can you describe for me -- or I'm sorry, describe**
 20 **for the Commission what you're seeing here on the -- on**
 21 **the flyer?**
 22 A. It appears to be scheduled service from the Red
 23 Roof Inn to downtown with departures daily at 11:00,
 24 1:00, and 4:00 p.m. and returns daily at 4:00, 6:00, and
 25 9:00 for the price of \$15 per person one way.

1 **Q. This is the same bus that picked you up?**
 2 A. I believe it is.
 3 **Q. Now, that -- I understood it picked you up at**
 4 **the Red Roof in SeaTac, where did the bus take you?**
 5 A. I believe it was Pier 66.
 6 **Q. Were there other people on the bus?**
 7 A. Yes, there were.
 8 **Q. And were those people people to whom you were**
 9 **related?**
 10 A. No.
 11 **Q. Or did you know who those people were?**
 12 A. I did not.
 13 **Q. Did they get on at the Red Roof Inn?**
 14 A. Yes, they did.
 15 **Q. When you made payment, where did you make**
 16 **payment?**
 17 A. Paid the driver.
 18 **Q. And did you pay the driver at the Red Roof Inn**
 19 **or at the pier?**
 20 A. At the pier.
 21 **Q. Did you have an opportunity to observe anyone**
 22 **else pay the driver?**
 23 A. I did.
 24 **Q. Did each person more or less make their own**
 25 **payment?**

1 **Q. Okay. So when you actually took that trip, you**
 2 **were told by the Red Roof Inn that they depart at what**
 3 **time?**
 4 A. 11:00 a.m.
 5 **Q. Did you need to make an advanced reservation?**
 6 A. Yes.
 7 **Q. Who did you make that reservation through?**
 8 A. The front desk staff.
 9 **Q. Okay. So you just told them that you wanted to**
 10 **be on the 11 o'clock trip?**
 11 A. Correct.
 12 **Q. At 11 o'clock, did a vehicle arrive?**
 13 A. It did, yes.
 14 **Q. Okay. Will you please turn to Exhibit MR-1.**
 15 **What is depicted here in Exhibit MR-1?**
 16 A. I just wanted to document the picture of the bus
 17 that picked me up and transported me to Pier 66.
 18 **Q. And we can see here that it's identified, can**
 19 **you read for us into the record what's marked on that**
 20 **bus?**
 21 A. Brar Airport Service has their DOT number,
 22 1661722.
 23 **Q. Can you turn to Exhibit MR-2. And what is shown**
 24 **here in Exhibit MR-2?**
 25 A. This is a picture of the back of the bus.

1 A. I believe so.
 2 **Q. When you got off the bus at the pier, did the**
 3 **driver offer to coordinate for return transportation?**
 4 A. He did.
 5 **Q. What exactly do you recall -- or I'm sorry, let**
 6 **me rephrase that.**
 7 **What do you recall about what the driver said?**
 8 A. He handed me a business card and it just told me
 9 to call a day in advance to make arrangements.
 10 **Q. And I take it you did not call to make**
 11 **arrangements to return via Brar?**
 12 A. I did not, no.
 13 **Q. Have you attempted to discuss providing service**
 14 **through Beeline at the Red Roof Inn to provide**
 15 **transportation between the Red Roof in SeaTac and the**
 16 **cruise piers?**
 17 A. Seattle Express did approach the Red Roof Inn
 18 and the front desk staff to, you know, let them know,
 19 make them aware of our services.
 20 **Q. And did they indicate to you that they didn't**
 21 **need service?**
 22 A. They did. They -- they -- they indicated that
 23 they already had a relationship with an existing
 24 provider.
 25 **Q. Did they indicate to you who that was?**

1 A. Not to me, no.
2 **Q. Okay. Is it your understanding that the**
3 **existing provider that the Red Roof Inn uses is Brar?**
4 A. Correct, yes, it is.
5 **Q. Would you like it if Beeline were able to**
6 **provide the service from the Red Roof Inn to the cruise**
7 **piers?**
8 A. Absolutely.
9 **Q. And how many passengers a day do you estimate**
10 **during cruise departure days are departing from the Red**
11 **Roof Inn via Brar's service?**
12 A. It's -- I mean, just a bare minimum would be 20
13 people a day at the bare, bare minimum.
14 **Q. And how many cruise ship departure days are**
15 **there during the season?**
16 A. A hundred.
17 **Q. Do you have an estimate of what the loss per**
18 **passenger is for Beeline for each passenger that uses a**
19 **different provider would be?**
20 A. We've estimated about \$20 per person.
21 **Q. So do you have an estimate, therefore, of the**
22 **minimum loss Beeline caused by Brar providing the**
23 **service between the Red Roof Inn and the cruise piers?**
24 A. Very, very conservative estimate of \$40,000.
25 **Q. How does that affect the viability of Beeline's**

1 vehicles?
2 MR. BRAR: Photos of the vehicle, is my
3 vehicle, yeah.
4 JUDGE PEARSON: So you're okay with that?
5 MR. BRAR: Yeah, the vehicle is mine.
6 JUDGE PEARSON: Okay. So I will go ahead
7 and admit those and mark them as Exhibits MR-1 through
8 MR-5.
9 (Exhibits MR-1 through MR-5 admitted.)
10 JUDGE PEARSON: But I did have a question.
11 MR-1, 2, and 5 are dated July 8th, which doesn't seem
12 correct given that the trip was taken on August 12th and
13 the charge to the bank was August 14th.
14 MR. FASSBURG: Are you referring to the
15 exhibit list, the date?
16 JUDGE PEARSON: Correct.
17 MR. FASSBURG: That may have been my
18 mistake.
19 JUDGE PEARSON: Okay. So should we make
20 corrections? So what should those dates be?
21 MR. FASSBURG: Yeah, those dates should all
22 be August 12th.
23 JUDGE PEARSON: Okay. With the exception of
24 the bank statement, that was the 14th, correct?
25 MR. FASSBURG: That's the date that it shows

1 **operation?**
2 A. Well, our gross sales are only 300,000, that
3 included a \$144,000 contract. So when you subtract that
4 out, 40,000 is nearly -- don't get me wrong on the math
5 here under oath, but 20 percent of our gross revenues
6 are lost, and when taken in culmination of this same
7 practice happening at other hotels, it is beginning to
8 weigh on the viability of our company.
9 JUDGE PEARSON: Mr. Fassburg, did you want
10 to move to admit the exhibits?
11 MR. FASSBURG: I was going to do that, yes.
12 I was just going to wrap up with that, but yes, I'd like
13 to go ahead and move to admit all the of the exhibits
14 marked MR-1 through MR-5.
15 JUDGE PEARSON: Okay. Do you have any
16 objection to that, Mr. Brar?
17 MR. BRAR: What does that mean, ma'am?
18 JUDGE PEARSON: To admitting these -- the
19 photos into the record. There were several photos of
20 your vehicle as well as a copy of the brochure. They're
21 marked Exhibits MR-1 through MR-5.
22 MR. BRAR: Yes, it's my -- yes, it is.
23 JUDGE PEARSON: Okay. So no objection?
24 MR. BRAR: No objection on the brochures.
25 JUDGE PEARSON: What about the photos of the

1 the money coming out of the account.
2 JUDGE PEARSON: Okay.
3 MR. FASSBURG: We can date it August 14th,
4 and that would be fine with us. My understanding is
5 usually there's a delay --
6 JUDGE PEARSON: Sure.
7 MR. FASSBURG: -- based on bank rules
8 perhaps. I couldn't honestly tell you why.
9 JUDGE PEARSON: Okay. So I will make those
10 corrections. I noted them on the exhibit list, and you
11 can go ahead.
12 MR. FASSBURG: Thank you. Actually, I think
13 that concluded my questioning of Mr. Rogers.
14 Thank you, Mr. Rogers. No further
15 questions.
16 JUDGE PEARSON: Okay. Mr. Brar, do you have
17 any questions for Mr. Rogers?
18 MR. BRAR: Yes, I have questions.
19
20 E X A M I N A T I O N
21 BY MR. BRAR:
22 **Q. Number one question I have for Mr. Rogers is how**
23 **he -- how he thought that it would be 20 people a day**
24 **going to -- from Red Roof Inn to the cruise, how he**
25 **predicted that, number one. Because I have the books**

1 here every day, so three people, seven people, nine
2 people, so how he did that.

3 A. Just, again, looking at the viability of owning
4 a mini bus and being in the industry for 20 years and
5 knowing the type of -- how much business you need to
6 generate in order to support owning and maintaining and
7 fueling a motor mini bus. To have a viable business at
8 20 bucks a head, 20 passengers a day is revenue of \$400
9 a day, which is sort of the bare minimum through my
10 business practice that it took to be a viable business.

11 But to be honest, it is just an estimate, and we
12 do provide service to other hotels, so we do have an
13 idea of how much business a hotel generates and, again,
14 most of our hotels are generating between 20 and 50
15 passengers a day. So that's how I came up with that
16 number, which I thought was very conservative.

17 Q. And one more thing here too. First of all, I
18 will tell you what is Red Roof hotel. Red Roof hotel is
19 a small hotel.

20 JUDGE PEARSON: Okay, wait. Mr. Brar, we're
21 going to give you a chance to testify in just a minute.

22 MR. BRAR: No, I want to go on that one too.
23 I'm giving that answer now, okay. What he just told me.
24 Give me one second.

25 BY MR. BRAR:

1 MR. BRAR: Yeah, so that's my question is
2 that how you can predict somebody's -- that I cannot
3 afford a mini bus.

4 JUDGE PEARSON: Okay. I think he's answered
5 the question, and I will just say from our perspective,
6 we recognize that he's speculating, he's making a guess.
7 We won't afford that much weight with respect --
8 especially if you have your books here to prove how many
9 passengers, which we asked you to bring. So don't worry
10 about that from that perspective.

11 MR. BRAR: Okay. And the second question,
12 this is the -- you asked me if you have any other
13 questions for him, right?

14 JUDGE PEARSON: Questions, yes.

15 BY MR. BRAR:

16 Q. My second question is, you was familiar -- you
17 told me before right here that you was familiar about
18 the Seattle Express, how much business he had, and you
19 know that you was familiar how much business Seattle
20 Express had, how much equipment he had. You were
21 familiar, did you ever see that equipment that he used
22 to use? And you have -- you told that you was familiar
23 about the business, but you ever familiar that Seattle
24 Express, people -- the hotels no longer use -- use
25 that -- that Seattle Express because for the bad

1 Q. So you think like that, that how is if there's
2 five or seven people in a day or ten people, how I am --
3 how I am taking care of that mini bus. My mini bus is
4 paid off, and I pay \$400, okay, and it's the only cruise
5 line. I worked with Red Roof hotel, pick up seven
6 people, eight people, ten people, but I have my
7 limousine license, too, where I get groups. Like right
8 now, I'm picking up 26 people right now even there's no
9 cruise and taking them to downtown hotel because I do
10 the limousine business also. So I use my -- the bus
11 that you was thinking that I -- how I'm paying my
12 insurance and how I'm taking care of my mini bus, I have
13 other business.

14 MR. FASSBURG: Is there a question?

15 JUDGE PEARSON: So what is your question?

16 MR. BRAR: My question was he told you that
17 how I am affording having a seven or eight people in a
18 day taking to the cruise, and he's expecting it's a 20
19 to 25 people at the rate of 20, and that's no rate of
20 20. Seattle Express used to do at the rate of 12. He
21 just writes up the price five months ago as soon as he
22 bought the company, this right here, because he knew it
23 at \$12 a rate, Seattle Express didn't hold his life and
24 didn't make no money.

25 JUDGE PEARSON: Do you have a question?

1 service? There's no A/C in the summertime in the
2 busses? And the pick-up that's at 11 o'clock, they
3 don't show up until 11:30, 12:45 in the hotels?

4 And the third thing is when Seattle Express used
5 to have an extra cause, like suppose a hotel needs 50
6 people, like they used to go from hotel to hotel, and
7 they can only provide 30, 35 people, who picked up that
8 15 people? Seattle Express people find the people like
9 me and a lot of people, Hey, can you go and cover this
10 call for me?

11 MR. FASSBURG: I am going to object. That
12 was a compound question, and it also appears that that's
13 not merely a question. He's attempting to testify in
14 the form of a question.

15 JUDGE PEARSON: Sure.

16 And, you know, Mr. Brar, I will give you the
17 opportunity to say all that under oath when I swear you
18 in. And I hear what you're saying and what you're
19 getting at, but I'll also remind you that Beeline is
20 under new ownership now, and so the past practices
21 aren't relevant necessarily.

22 MR. BRAR: We didn't know that it's a new --
23 new -- somebody new came in, somebody bought it. We
24 have no familiar about this one.

25 JUDGE PEARSON: Okay.

1 MR. BRAR: He could have called us, too,
 2 Hey, I am the new owner of the -- if you don't put it on
 3 a board or anything like that, how can you know that he
 4 is a new owner?
 5 JUDGE PEARSON: Okay.
 6 MR. BRAR: Until we got a letter from
 7 September or something -- that September, beginning,
 8 then we knew that Beeline was that.
 9 JUDGE PEARSON: Okay. And I can understand
 10 the confusion, given that Mr. Schmer is still involved
 11 with the company as well so...
 12 MR. BRAR: Yeah.
 13 JUDGE PEARSON: All right. Do you have any
 14 other questions or can we move on? You will get your
 15 turn here shortly.
 16 MR. BRAR: Yeah, move on.
 17 JUDGE PEARSON: Okay.
 18 MR. FASSBURG: So I have questions for
 19 Mr. Schmer, if we can call Mr. Schmer.
 20 JUDGE PEARSON: Sure.
 21
 22 MATTHEW SCHMER, witness herein, having been
 23 first duly sworn on oath,
 24 was examined and testified
 25 as follows:

1 they now use a different company.
 2 **Q. Did they explain to you what happened, why they**
 3 **decided to use a different company?**
 4 A. Yes.
 5 **Q. Can you elaborate on that?**
 6 A. So my understanding was that they have gone with
 7 another company that is also applying their shuttle that
 8 goes from the airport directly to their hotel and that
 9 that company they're supplying that service is also
 10 going to be the sole company that provides the service
 11 for them to the cruise ships.
 12 **Q. Now, before that occurred, did they ask you for**
 13 **a discount on any of your service in order to acquire**
 14 **that other piece of business?**
 15 A. Yes.
 16 **Q. Can you describe for the Commission what went on**
 17 **in your discussions with the Red Roof Inn in that**
 18 **respect?**
 19 A. They had asked me to submit an estimate on what
 20 I would charge to go from the airport to their hotel on
 21 a continuous service 24 hours a day. So I came up with
 22 that estimate based off of what they required.
 23 **Q. And how did that relate to the passenger service**
 24 **between the hotel and the cruise pier?**
 25 A. It was my understanding through the conversation

1 EXAMINATION
 2 BY MR. FASSBURG:
 3 **Q. Will you please state your full legal name.**
 4 A. Matthew Edward Schmer, S-c-h-m-e-r.
 5 **Q. And can you please provide for the Commission**
 6 **your occupation and relationship with Beeline?**
 7 A. I was the former owner of Seattle Express, and I
 8 am currently employed through Beeline, d/b/a Seattle
 9 Express as the operations manager.
 10 **Q. In your experience as the former owner of**
 11 **Seattle Express, do you have any personal familiarity**
 12 **with Brar and its operations prior to the transfer of**
 13 **ownership?**
 14 A. Yes.
 15 **Q. Can you describe for the Commission when you**
 16 **first came to learn that Brar had been providing**
 17 **passenger service from the Red Roof Inn to the cruise**
 18 **piers?**
 19 A. I would estimate three to four years ago that I
 20 knew he was providing that service from the Red Roof Inn
 21 to the cruise piers.
 22 **Q. And how did you learn he had been doing that?**
 23 A. Because I had previously worked with that hotel
 24 to provide that service for their guests, and then when
 25 I went back three or four years ago, I was informed that

1 that the bid I submitted would also give me full-ride
 2 access to all the passengers at their hotel going to the
 3 cruise ships.
 4 **Q. Do you have any knowledge who is providing the**
 5 **current shuttle service between the hotel and the**
 6 **airport at the Red Roof Inn in SeaTac?**
 7 A. It's my understanding that it's Brar
 8 Transportation.
 9 MR. FASSBURG: I have no further questions.
 10 Thank you.
 11 JUDGE PEARSON: I have a couple of
 12 questions.
 13
 14 EXAMINATION
 15 BY JUDGE PEARSON:
 16 **Q. Mr. Schmer, just based on what I heard this**
 17 **morning and then Mr. Brar raising these questions, it**
 18 **does sound like in the past you would refer your**
 19 **business out to other companies; is that right?**
 20 A. Yes, back when I owned the company and I could
 21 not accommodate all the passengers that I needed to, I
 22 would reach out to other transportation companies for
 23 help.
 24 **Q. And this was with your auto trans service?**
 25 A. Correct.

1 **Q. Okay. And were they certificated auto**
 2 **transportation carriers?**
 3 A. No.
 4 **Q. Okay. So you understand that that's**
 5 **problematic, correct?**
 6 A. Yes.
 7 **Q. Okay.**
 8 A. I do now, yes.
 9 **Q. Okay. And, Mr. Rogers, as the new owner of the**
 10 **company, I understand that Mr. Schmer is still**
 11 **overseeing those operations, so do you understand that**
 12 **that's -- that violates Commission rules and is**
 13 **completely unacceptable?**
 14 A. I am now. Yes, it's been made clear.
 15 **Q. Okay. And I know that's not why we're here**
 16 **today, but because the Commission is obviously concerned**
 17 **with the compliance of all certificate holders, I feel**
 18 **obligated to say something and make that crystal clear**
 19 **on the record so that you're on notice that if we find**
 20 **you doing that in the future, you can expect enforcement**
 21 **action.**
 22 A. Okay.
 23 JUDGE PEARSON: Do you have any questions
 24 for Mr. Schmer?
 25 MR. BRAR: Yeah, that's the thing.

1 them what they can and can't do.
 2 **Q. Why not -- not about the hotel. I didn't ask**
 3 **you about the hotel, what they can do or not. Why you**
 4 **didn't complain to UTC right here that this is going on?**
 5 MR. FASSBURG: I think he just answered that
 6 question.
 7 BY MR. BRAR:
 8 **Q. My question is simple, why you didn't call UTC**
 9 **and complain that this is going on? Nothing about the**
 10 **management, nothing about the -- anyone, my question is**
 11 **why you didn't complain to UTC?**
 12 MR. FASSBURG: I think he just answered that
 13 question. It may not have been the answer Mr. Brar
 14 wanted to hear, but he explained it was based on his
 15 relationship with businesses.
 16 JUDGE PEARSON: Okay. I think that's --
 17 that's accurate.
 18 Mr. Brar, do you have any other questions or
 19 would you like to testify now?
 20 MR. BRAR: One more question for him.
 21 That's okay.
 22 JUDGE PEARSON: All right. Thank you.
 23 Okay. Mr. Brar, we will swear you in at this point. If
 24 you could stand and raise your right hand, I'll have
 25 Judge Chartoff swear you in and then you can give your

1 EXAMINATION
 2 BY MR. BRAR:
 3 **Q. And if you find out three or five years ago that**
 4 **Brar is taking the people to the cruise terminal, why he**
 5 **didn't call Olympia UTC and -- and -- and made a**
 6 **complaint about that, why he's -- and why didn't they**
 7 **did at that time, that moment pick up the phone and**
 8 **whatever we are doing after five years, he could have**
 9 **done at that moment. And then everything is taken care**
 10 **of. Something started, something ended right there.**
 11 **Why he waited for so long time?**
 12 A. So from my experience for doing this for the
 13 last 14 or 15 years, hotels go through change and
 14 management change, front desk people change, and I've
 15 found in this industry sometimes it's best just to go
 16 with what things are going right now, and then every
 17 year I go back to that hotel, offer the same services,
 18 and see if anything will change.
 19 I also have a contract with all the hotels in
 20 the Seattle Southside Visitor Centers to provide service
 21 from all the hotels at SeaTac to Southcenter Mall and
 22 back. That's also a very big part of our business, and
 23 at the same time, while I didn't want to tell the Red
 24 Roof they cannot do this, I didn't feel it was -- I
 25 didn't feel -- I didn't feel like I wanted to go tell

1 side of the story and provide us with any of the
 2 documents that you brought with you today.
 3
 4 BHUPINDER SINGH BRAR, witness herein, having been
 5 first duly sworn on oath,
 6 was examined and testified
 7 as follows:
 8
 9 JUDGE CHARTOFF: Thank you. Please be
 10 seated.
 11 JUDGE PEARSON: Okay. So did you bring any
 12 of the documents that we requested that you bring in the
 13 notice of brief adjudicative proceeding that went out
 14 showing trip records?
 15 MR. BRAR: The trip records are in the books
 16 that we have, and actually what happened, I was -- when
 17 I was coming in a hurry, I actually forget even the one
 18 you send me the papers to come up here, but I believe
 19 the books, this is my trips. I have in here.
 20 JUDGE PEARSON: Okay.
 21 MR. BRAR: But let me testimony first and
 22 then I'll give you the books.
 23 JUDGE PEARSON: Okay.
 24 MR. BRAR: Number one, Red Roof hotel is
 25 around 140 to 150 rooms, number one.

1 Number two, Seattle Express already have a
2 contract, a group called WNPH. They come and pick up
3 all the time from there, even now. So majority of the
4 people that they get from there because they have a
5 contract with the WNPH for a long time.

6 Number three, then the people call taxis,
7 then people call Uber, and the people like me that have
8 a relationship with the hotel from long time, yes, I
9 pick up from the hotel, Red Roof hotel. I pick up from
10 them, and plus I do the limousine business also. So if
11 there's three people, I send my town car. If there's
12 seven people I send, you know, a van or something like
13 that. And I did use the big shuttle, the one that they
14 sended [sic] me in the pictures, I did that. And I did
15 that like four or five times because at that time,
16 the -- what the group was like 18 people, 20 people.
17 That three, four times happened in the whole season
18 that -- for the cruise season for four months, four and
19 a half months, sorry.

20 I did that two or three times. I used a
21 bus, and the flyers that they showed me, this is my
22 flyer, and we never provide the service. We -- I only
23 provide the service to go to the cruise line. Only to
24 the cruise line. I don't even pick up from the cruise
25 line because, you know, I tell them, you know, call

1 So that's the time people used us in the
2 past. Hey, we give them good service. If Beeline -- if
3 you give somebody a good service, he will come to you.
4 If he gives you a bad service, if you give a bad service
5 to anyone, they will not come to you. And people
6 spending the hotels, the tickets for the cruise lines,
7 the motels, the people like us, transportation, that was
8 the reason, Mr. Rogers, people liked us. And people
9 tell okay, we want to go with your service. Not about
10 the discount.

11 We have charged \$1 more than whatever
12 somebody could have used, but the people have loved to
13 pay, and people told us, you have good service, we are
14 there. If we tell you 11 o'clock, we are there at
15 11 o'clock. Ask Mr. Matt here how many times his
16 shuttle -- his bus shuttle broke down on the first day
17 of new bridge. His driver, John Wilson -- sorry, John
18 Nelson who died, how many times we helped him. He's
19 standing on the bridge with 30 people, so you have to
20 wait for someone that who has in Seattle the shuttle
21 service, and he's the only one can pick it up. I picked
22 up for you for Nelson. Right here. The guy died, but I
23 am the one right here standing in the front of you. He
24 was a very good guy.

25 So that was my -- these people have never

1 different company or you can go with that one. I --
2 even if I have picked up from the cruise line, like not
3 more than 50 people coming the whole season back to Red
4 Roof Inn. When people tells you, Hey, you have to do
5 this for us. And most my business is the town car and
6 vans. And that's what I picked up all the time, but I
7 used two or three times the busses.

8 It's a small hotel. I don't know why --
9 even if the Beeline owner had called and told me, you
10 know, they want to pick up this extra 10 or 12 or 11
11 people every -- on the cruise ship, I could have easily
12 told them, go ahead Mr. --

13 Is your name Rogers?

14 Go ahead, pick up, Rogers, take it. The
15 only -- the only time, you know, Rogers, we are doing
16 the business because Seattle Express never did the
17 business good. They did a bad business. They did a bad
18 business. How they did the bad business. 11 o'clock
19 pick-up, 11:30, nobody's there on the hotel. And what
20 happens then, people spending so much money for the
21 cruise lines, and at that time, there was no Uber that
22 people will just push the button and the taxi shows up.
23 People gets -- gets, you know, what do you call, oh my
24 God, I spend so much money, I will lose my cruise ship.
25 People get, you know, nervous.

1 done a good job doing the hotels. If not Beeline is a
2 new owner from four our five months, I just find out
3 when you handed me the notice. And if they want to take
4 it, I have no problem. And -- and it's seven people,
5 eight people, nine people, ten people. If they want to
6 take it, I have no problem. And they already have a
7 WNPH contract. They're already picking up a bunch of
8 group from every day they're picking from there.

9 Okay. This was the thing what I wanted, and
10 now I want to tell you some other things. And -- and I,
11 myself, I have lot of business myself for the town car,
12 for the vans, I do the limos, I have a lot of business
13 myself. That's the only hotel that I worked with them,
14 and I do for long time like six, seven years, not only
15 did I provide a good service. And if he wants to take
16 that hotel, I have no problem, take it, but give them a
17 good business how Seattle Express didn't give the good
18 business. That's why to a lot of people in SeaTac
19 hotels be using other way of service.

20 And the flyer that this says right here, is
21 just, you know, when -- when I went to Costco to make
22 this flyer, I didn't know, I didn't know myself that,
23 you know, this is -- this is -- that one day this will
24 come against me, this right here. Not a single time in
25 my whole life, not a single time in my whole time of

1 this transportation I'm doing for 15 years I got -- only
2 one departure I did was 11:00 a.m. just to the cruise.
3 Only one time, that's ten people, sometimes 12 people,
4 sometimes three people. And I never went to Pikes
5 Market, I never went to Space Needle, never went to
6 waterfront, I never went to Pioneer Square, I never went
7 to Alki, never in my whole life.

8 It's a small motel. People take a train for
9 \$2 and they go. Don't -- and \$2, why somebody have to
10 spend \$15? And if they have \$15 to spend, they will go
11 and -- they will go and take a room for rent in Hampton
12 Inn hotel, in the Marriott hotel, not like that kind of
13 small motels. And that's the only motel in Washington,
14 only one Red Roof Inn. They don't even have a chain
15 that, you know, can go from that you -- you have to go
16 somewhere like if I'm working with Hampton, I will go --
17 I will get another Hampton, third Hampton.

18 There's one in whole Washington State, that
19 they have only one hotel. One. And if the total people
20 that I picked up from this whole season I was counting,
21 it was 226 to 240 people that I picked up from that --
22 from that hotel going to the cruise. And maximum,
23 maximum not more than -- maximum if I give
24 you -- I have not picked up more than 50 people coming
25 back.

1 just give them a good service. Seattle Express didn't
2 do a good job. I tell him again and again and every
3 hotel knows, and you bought the company from him.
4 That's my hotel, and it was 225 people that I picked up
5 from -- from the hotel going to cruise line. It's all
6 in my books every day with the dates and time that I
7 went there. It's all in the books right here, you can
8 take it.

9 And I charge \$15 each person. Sometimes
10 people pay with the credit card. We charge \$1 or \$2
11 transition fee or somebody -- or sometimes people pay
12 tips 1 or \$2, we took that. But I charge -- this season
13 I charged 15 because whole life he charged \$12. He knew
14 that he didn't make no money, so everybody raised the
15 price, \$15 a head. I picked up from Red Roof Inn to
16 the -- to the cruise line, Pier 66 and 91. Yes, did
17 that mistake, but I didn't know that this will come
18 bigger.

19 JUDGE PEARSON: Okay. So I have a couple of
20 questions for you.

21
22 E X A M I N A T I O N

23 BY JUDGE PEARSON:

24 **Q. How many of these -- how many vehicles do you**
25 **operate under your charter and excursion certificate?**

1 Because I will tell you one more thing here
2 too. On Pier 91, when it used to rain and used to have
3 so much traffic there, still the Seattle Express didn't
4 do a good job there. They used to find the people here
5 and people like me, Hey, can you cover five people for
6 me? Can you cover four people for me? Can you cover
7 eight people for me? That is the reason -- that is the
8 reason they didn't call UTC because they are the ones
9 who was using us to help their customers to take to the
10 airport from the cruise line when there was no one
11 there.

12 So might -- when he sold the company to
13 Rogers, he have not told him like that. That's why
14 Rogers might, I tell you might, but if he have --
15 might -- he have not told him that. And I -- and that's
16 it. I'm -- I'm a simple person raising my family every
17 day. I am a very cool guy. Very cool guy in my life.
18 People like -- all the big companies that I take the
19 name right here, they respect me a lot because I do lot
20 of calls for them, the town car calls, van calls.

21 And, you know -- and if -- I will -- I don't
22 think in my life that this will become so big of an
23 issue that I have to come to the Commission and sit down
24 and in -- in front of you guys. And if makes you the
25 whole season taking this 220, 240 people, Mr. Rogers,

1 A. Ma'am, I do five, but I have only one shuttle
2 bus.

3 **Q. Okay. So are the other things party busses?**

4 A. Yes, party bus. No, I don't use for that
5 because there's no luggage room.

6 **Q. Sure.**

7 A. You need luggage room, so that's the only one
8 bus I have.

9 **Q. So you use one bus, and how many does it seat?**

10 A. 29.

11 **Q. 29?**

12 A. Yeah.

13 **Q. Okay. And then my other question is, it says**
14 **Horizon Limousines on the back, is that one of your**
15 **registered DBAs?**

16 A. DBA, yes.

17 **Q. Is it registered here at the Commission?**

18 A. Yes, under the name Brar Towncar. Under my
19 license, you know, the one I have limousine license, I
20 have that.

21 **Q. But do you have it for your charter and**
22 **excursion license as well with the Commission?**

23 A. Yes, Brar Towncar Service, yes, I have that.

24 **Q. The Horizon Limousines, though?**

25 A. The -- the Brar.

1 **Q. But I'm asking if Horizon Limousines is a DBA**
 2 **that you have registered with the Commission?**
 3 A. Yes, I did in the limousine ones. It's all
 4 under one name.
 5 **Q. Okay. So you might want to check that just**
 6 **because if that particular DBA isn't on file with the**
 7 **Commission, you can pay \$35 and have it recognized**
 8 **since you do have it printed on a 29-passenger bus.**
 9 A. Yes.
 10 **Q. Which is presumably a bus you're using under**
 11 **your charter and excursion certificate.**
 12 A. Yes.
 13 **Q. Just make sure that that DBA is on file with the**
 14 **Commission.**
 15 A. No problem, and that name is also on the side,
 16 Brar Towncar Service is also a UTC number and everything
 17 is there.
 18 **Q. Yeah, no, I saw that.**
 19 A. That's the only bus one I have and -- but
 20 usually I pick up the groups all the time, but sometimes
 21 I get so busy with the van, town cars, and that's the
 22 reason I could have used that big bus, otherwise I don't
 23 have to use the big busses to go.
 24 **Q. Okay. So it sounds to me like you are admitting**
 25 **that you were providing scheduled transportation**

1 people happened, yes, but on the small ones, no.
 2 Because on the vans if there are three people I used to
 3 use a town car.
 4 **Q. Because you're required under the limo laws --**
 5 A. Yes.
 6 **Q. -- that it has to be a single contract.**
 7 A. Single contract.
 8 **Q. Okay.**
 9 A. So that's why on the van, I used like my vans.
 10 I have vans, Sprinters, I have town cars. You know, if
 11 there's three people is a town car because, 14, \$15
 12 each, \$45 and people charge \$45 to airport, so that --
 13 that is okay with me.
 14 **Q. Uh-huh.**
 15 A. And, you know, the cruise, there is some weeks
 16 in the cruise season where it gets busy, like the month
 17 of July where he got my picture, August, September,
 18 school opens, business drops. So I used three or four
 19 times. Not even one or twice, Matt, he is saying one or
 20 twice, but I use like three or four times when the group
 21 was big.
 22 **Q. Okay. So when you're saying that you**
 23 **transported 225 people to Pier 66 and 91 during this**
 24 **last cruise season, is that total meaning in either town**
 25 **cars or busses?**

1 **service --**
 2 A. Only one schedule, 11:00 a.m. That's it.
 3 **Q. So you had one trip a day?**
 4 A. Once.
 5 **Q. From the Red Roof Inn to the cruise piers for --**
 6 A. Yes. Not every day with the bus, no.
 7 **Q. Okay.**
 8 A. No, the -- once if they have like 18 or 20
 9 people.
 10 **Q. I see.**
 11 A. Once in a blue moon, if you -- because I have a
 12 town car. If there's three people in a group, I send a
 13 town car. If it's a group of six people, I send a van.
 14 So this is goes -- sometimes they have zero pick-ups
 15 too. So this is what they tell, Hey, we have three
 16 people. Today we have seven people, group of three, I
 17 send a town car. I send a van. I send -- you know,
 18 three or four times when the group was big and then they
 19 used that -- that -- that -- the bus that I showed you
 20 right there.
 21 **Q. And you also admit that in those instances when**
 22 **you used the bus, the passengers were not all part of**
 23 **the same group. They were unrelated passengers who just**
 24 **happened to be traveling --**
 25 A. Yes, yes, couple of times when it's like 18, 20

1 A. Total, yes, total.
 2 **Q. Okay.**
 3 A. It's a small -- ma'am, if you go to the Red Roof
 4 hotel, it's a small hotel. It's a small hotel. I told
 5 you, there's so many people come and pick up. Number
 6 one, Seattle -- Seattle Express pick up the big groups
 7 from WNP. Then people take taxis, then people take the
 8 cruise shuttles, then people take the Uber, and this is
 9 the left behind.
 10 **Q. Okay. So in these records that you gave me,**
 11 **see, it looks like, you know, this will say three**
 12 **people, Pier 66 --**
 13 A. Yeah.
 14 **Q. -- SUV. Have you indicated on which days you**
 15 **used the mini bus?**
 16 A. No, I didn't. Whenever the group was bigger,
 17 whenever the groups were bigger, I used that one, the
 18 bigger one. 18, 20 people or 25 people. The maximum --
 19 the max amount of people I picked up was 22 people
 20 sometimes. That's it.
 21 **Q. Okay.**
 22 A. That's the thing. I did that thing. And how
 23 many people can come out of the small hotel. I'm just
 24 thinking myself this much too. It's not a Hampton with
 25 400 hotels -- not hotel, but 500, 700 rooms with the

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1 rooms of 140 rooms and not everybody going to the cruise
 2 and out of that, what if they want to take that part out
 3 from me?
 4 **Q. So what do you label -- is it called the bus**
 5 **when you use the bus so --**
 6 A. No, no, when I see the calculation, when I see
 7 the calculation is bigger, let's load up, you know --
 8 let's load up 10, 15 people if -- I don't have to use
 9 the SUV or town car. And the thing is sometimes the
 10 last-minute calls come in. Hey, I forgot to -- I forgot
 11 to make a reservation, can you take us to the -- can you
 12 take us to the cruise terminal? Then we go and take the
 13 cruise terminal. Okay. Let's go.
 14 **Q. Okay. So I just looked through this book, which**
 15 **looks like it was September and October. I don't see**
 16 **any use of the bus because that was the slower part of**
 17 **the year --**
 18 A. No, ma'am, what have happened -- I want to tell
 19 you one thing. SUV or van, we got busy on the airport,
 20 we take the people in the bus.
 21 **Q. What -- I'm sorry, can you restate that?**
 22 A. If you see on the books, it's written like four,
 23 six people or seven people.
 24 **Q. Right.**
 25 A. And we took it in the bus because it got busy,

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1 got busy on the airport, so we took that people, that
 2 seven people, three people, four people in one bus.
 3 When the people was -- when the people was full in the
 4 lobby like you see that six people, four people, two
 5 people, right?
 6 **Q. Right.**
 7 A. So I took it in the bus.
 8 **Q. Oh, okay.**
 9 A. \$15 each person, so I took it in the bus.
 10 **Q. So for example, this says Friday, May 19th,**
 11 **eight people to Pier 91, van; four people to Pier 91,**
 12 **SUV; two people to Pier 91, town car. Are you saying**
 13 **that you put all 14 of those people --**
 14 A. Yes.
 15 **Q. -- in the bus together?**
 16 A. Yes, once when we got very busy. At 11:00 a.m.
 17 we get very busy, and that's where I have used three or
 18 four times the busses.
 19 **Q. Okay. So otherwise, if there are -- like this**
 20 **says four people, SUV, four people, van, would they have**
 21 **all fit into -- would you have to use the bus there or**
 22 **what's the maximum?**
 23 A. Ma'am, that -- the SUV holds up to six people,
 24 six people luggage cannot be hold in the SUV. Four
 25 people with the luggage can hold in the SUV because if

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1 they have a lot of luggage.
 2 **Q. Okay. So if you have eight people --**
 3 A. The van.
 4 **Q. -- what vehicle would you use?**
 5 A. Van, the van holds ten people plus luggage.
 6 **Q. Okay.**
 7 A. Big van, E-350. I have three vans. I have one
 8 is a Sprinter, so we use that one to go to the vans too.
 9 **Q. Okay. So this is kind of difficult for me to**
 10 **sort through while I'm sitting here, you know, to figure**
 11 **out how many times it happened.**
 12 A. Yeah.
 13 **Q. But I don't know that that's necessarily**
 14 **information that we need to have for our purposes here**
 15 **because you've admitted that you did it.**
 16 A. Yeah, and plus, I don't go to hotel to hotel.
 17 I -- I -- you have not seen my brochures anywhere -- any
 18 other hotels, anywhere in the public place, anywhere in
 19 the private place. You have not seen my brochures
 20 nowhere but on that -- on that particular hotel whenever
 21 I picked up from there. I didn't pick up from that
 22 hotel that I went to other hotel that to --
 23 **Q. I understand.**
 24 A. I didn't do nothing about that. I just -- I
 25 have enough business from the town car and limousine

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1 business, ma'am. I have enough. Always I have not ever
 2 had a single complaint from nine, ten years in my whole
 3 life. Not a single -- you know, I pride myself with --
 4 and the thing is -- that's the thing -- I think they
 5 want to take that 15, 20, whatever 200 people from me.
 6 Go ahead. If that makes everybody happy and makes a
 7 good company of Beeline, can make more money, go ahead,
 8 take it. Just give them good service. I don't -- and
 9 these brochures, did you guys find these brochures at
 10 any other hotels except Red Roof Inn? Can I show
 11 something?
 12 **Q. No.**
 13 A. Okay.
 14 **Q. That's closed, but because that's the only piece**
 15 **of evidence they submitted, that is the only thing that**
 16 **we will consider.**
 17 A. Yeah, you're right, and that's the only thing
 18 that we did and you call it is -- if they I want to --
 19 and we charge \$15 a person and, you know.
 20 **Q. Okay.**
 21 A. And seven people, eight people, nine people
 22 sometimes, take it.
 23 **Q. So just to be clear so that -- you do understand**
 24 **that when you combine unrelated parties in a vehicle and**
 25 **transport them to cruise piers, you do understand that**

1 **that's beyond the authority that you have as a charter**
2 **and excursion carrier? You're crossing the line into**
3 **auto transportation service, which you do not have a**
4 **certificate to provide?**

5 A. Ma'am, you are absolutely right, and I'm very
6 sorry for that.

7 **Q. Okay.**

8 A. And really because I have not intentionally want
9 to take anybody's business, let them make whoever wants
10 to do. That was my mistake, I did it, but I -- I didn't
11 thought this will go so up -- so just -- and where I
12 have to come, you know. Even if they call me and told
13 me, you know, they want to pick up the people, go ahead.

14 **Q. I understand.**

15 A. If that makes 200 people.

16 **Q. Okay. I just wanted to make sure that you**
17 **understood what you can and can't do within the scope of**
18 **your authority.**

19 A. Yes, if -- if --

20 **Q. I'm sorry, what was that?**

21 A. I am just doing one calculation here.

22 **Q. Sure.**

23 A. 230 people multiplied by 15, 2,400, something
24 like that. This is what I -- this is what I made from
25 that.

1 as well. It think he's admitted the key issues that I
2 wanted to address, but I do want to address one specific
3 rule.

4
5 **E X A M I N A T I O N**

6 BY MR. FASSBURG:

7 **Q. Mr. Brar, did you understand that under the**
8 **definition of charter carrier, you can only provide**
9 **service to people under a single contract?**

10 A. Yeah.

11 **Q. And did you understand that under the same**
12 **definition, single contract means you can't charge them**
13 **individually?**

14 A. Yeah, you're right. That was a mistake that I
15 did and I told them, yes.

16 **Q. When you were providing these trips in SUVs and**
17 **limousines and town cars, were you charging those people**
18 **individually as well?**

19 A. No, there was a group.

20 **Q. So from the Red Roof Inn to the cruise piers,**
21 **you were not charging them \$15 a person?**

22 A. No, I was charging them a group. I used to give
23 them whatever the price for the market on the Internet
24 is. Like if there's six people, it's \$90 because \$90 --
25 who pays \$90 to go there? People charging \$65 to go

1 **Q. Okay.**

2 A. Giving them good service. Only thing, Matt is a
3 very -- Seattle Express is from long time. If you want
4 a long time in the business, somebody will respect you
5 and take your thing. If he is 15 years in the business,
6 I myself is nine years or ten years business, nine to
7 ten years business. We respect him, too, and we learn a
8 lot of things from this guy too. And it's nothing from
9 the personally. Nothing from personally that what do --
10 what do you call what we did. Nothing like that, but we
11 didn't know.

12 **Q. Okay.**

13 A. And if he have -- if have given a good service
14 at that moment, that seven years, eight years and there
15 were no Ubers there, they would have never used us, too,
16 so...

17 **Q. Okay.**

18 A. So let them -- let them -- if they want to have
19 even the cruise season.

20 **Q. Okay. Thank you.**

21 JUDGE PEARSON: Judge Chartoff, do you have
22 any questions for Mr. Brar? No.

23 Okay. Mr. Fassburg, I will turn him over to
24 you.

25 MR. FASSBURG: I will try to keep it short

1 there. People not stupid in this smart world.
2 Everything is right here. You do Uber, Uber takes for
3 \$52 for six people.

4 **Q. So my question was a little different.**

5 A. No.

6 **Q. It's just are you charging them \$15 --**

7 A. No.

8 **Q. -- a person?**

9 A. No.

10 **Q. Okay. So when they reserve as a group, you**
11 **charged them at a group rate?**

12 A. No, it's -- how many people are you talking
13 about?

14 **Q. I'm just asking do you charge them as a single**
15 **rate or do you charge them --**

16 A. I'm asking you if there are six people, suppose
17 you are six people, right? Six people, how many people
18 are you trying to ask me?

19 **Q. I'm not asking --**

20 A. Give me number.

21 **Q. No, that's not my questions. If I wanted to**
22 **reserve a limousine --**

23 A. If somebody reserve an SUV, I will charge them
24 \$65, that can hold up to six people.

25 **Q. What if three people want service without**

1 **specification of what vehicle from the Red Roof Inn to**
 2 **the cruise pier, what would you charge them?**
 3 A. I will send a town car to pick them up.
 4 **Q. And what do you charge them?**
 5 A. The flat rate, 40 to \$45 that everybody charge
 6 in Seattle, the taxi even 40 to \$45. I will charge them
 7 \$45 too. If they -- if they do go to the Pier 66, I
 8 will charge them 40 to 45. If they go to Pier 91, I
 9 will charge them 55 to \$60 in a town car.
 10 **Q. So my only real question that I'm trying to get**
 11 **at is when people are making a reservation with you**
 12 **based on the number of people, are you charging them per**
 13 **person?**
 14 A. No, if they tell me SUV, no, it's not.
 15 **Q. So my question was a little different than that,**
 16 **so maybe I can make this more clear.**
 17 **When the Red Roof Inn calls you and says, We**
 18 **have six people to be transported, do you charge them**
 19 **per person?**
 20 A. No, with the car, \$65 a car. That means a car
 21 is going, not per person, a car. That's where the
 22 people save the money right there. Because if I charge
 23 \$90, that six people becomes \$90, and I'll be getting a
 24 discount for \$65 only. So they are going like -- six
 25 people going for \$65 to go to the pier. Why do you have

1 **was a Monday where there's just not a lot of people**
 2 **going, and I find your flyer at the front desk, and I**
 3 **call Brar and say, Hey, I'd like to get a trip to**
 4 **downtown on your flat rate, are you saying that you**
 5 **would not transport me for \$15 on an individual fare**
 6 **basis?**
 7 A. If you are individual, I will because that's the
 8 why you bring me here. If you are one person, suppose
 9 you call me from Red Roof Inn -- what is your name?
 10 **Q. My name is Blair Fassburg.**
 11 A. I am Blair, party of two, we want to go to
 12 the -- we want to go to the cruise terminal, party of
 13 two, \$30, \$15 each, 30.
 14 **Q. Now, what if at the same time someone else**
 15 **called you and said the same thing, what would you have**
 16 **done then?**
 17 A. Two people, same. You have to -- you don't
 18 specify how many people you have.
 19 **Q. No, I called you and at the same time someone**
 20 **else called you.**
 21 A. Two people, yeah.
 22 **Q. Two people. Two people who don't --**
 23 A. \$15 each.
 24 **Q. \$15 each?**
 25 A. Yeah.

1 to pay \$90 to go in a circle? Who is so stupid in this
 2 world?
 3 **Q. Now, if someone from the Red Roof Inn calls you**
 4 **and says, I have your flyer that says \$15 to cruise**
 5 **terminals, flat rate to downtown \$15 per person one way.**
 6 A. Yeah.
 7 **Q. You're saying you're not going to charge them**
 8 **that price?**
 9 A. \$15?
 10 **Q. Right.**
 11 A. Yeah, when it's a shuttle, that's the thing I
 12 told them that I did by mistake. I charge them \$15 for
 13 the shuttle service.
 14 **Q. That's what I'm trying to get at. When does**
 15 **this \$15 per person apply?**
 16 A. When we do the shuttle like we pick up like nine
 17 people, ten people, 12 people, 15 people. When you pick
 18 up these people in the bus, then it applies because
 19 people come and tell us, Hey, we have six people. On
 20 the Google, you have \$75 taking the people there to \$65,
 21 can you beat the price for Google or Uber, and then we
 22 send them an SUV for \$70 or \$65 to the thing.
 23 **Q. So --**
 24 A. Then we don't charge them \$15 a person.
 25 **Q. So if I were a guest at the Red Roof Inn and it**

1 **Q. Even if it's on your town car or limousine?**
 2 A. How come I take the town car to all the way
 3 there for \$30 for the thing?
 4 **Q. Okay. So if I call you from the Red Roof Inn**
 5 **and say, I'd like to use your flat fare service to**
 6 **downtown and someone who isn't me who I don't know at**
 7 **the same time makes the same request, what vehicle do**
 8 **you use to transport us from the Red Roof Inn to**
 9 **downtown?**
 10 A. Your whole question is there, but you're not
 11 telling me every time how many people will be in your
 12 group.
 13 **Q. I am one person, there's one other person.**
 14 A. Okay. Two people, so \$15 each.
 15 **Q. Right, and what vehicle?**
 16 A. In the big bus.
 17 **Q. So you're going to take us in the big bus?**
 18 A. Yeah, take you in the big bus.
 19 **Q. Okay. So what you're saying is --**
 20 A. I will take you in the big bus if there is seven
 21 or eight or ten people that happen. If there is only
 22 two people, I did myself twice, five times where there's
 23 only two people in the lobby and they doing for \$15
 24 each, their group, I charge them \$30 because now I have
 25 to maintain the thing. I took them for \$30 from -- from

1 the -- from the -- from the hotel to the Pier 66 and 91
2 because they tell everybody you have to provide the
3 service, and that's -- I did a couple of times. I lost
4 from my pocket. I suppose to charge them 60, and I
5 didn't want to charge 60.

6 And couple of time I didn't get the bus. They
7 call Seattle Express, they give them a service too.
8 They call Seattle Express. Hey, we have four people, he
9 cannot do it. Because sometimes two people what I even
10 make to go to the -- and they say, No, you guys have to
11 do it, then I send a town car. I don't make no money.
12 Sometimes in the business, you don't think about the
13 money all the time. You have to think the customers,
14 the first choice. So I could have charged you \$60 from
15 the airport, but I'm charging only \$30 and that happens
16 once in a blue moon.

17 **Q. So my question was a little different, and I**
18 **just want to make sure I understand clearly. If --**
19 **again, I'm going to go back to the question --**

20 A. See, you are a lawyer and what you call -- you
21 know, I am just a simple person, but if you tell me in a
22 very simple -- simple word, I will give you the answer
23 correctly.

24 JUDGE PEARSON: I'm going to jump in and
25 help out. I think what Mr. Fassburg is getting at is he

1 don't have no lawyer or anything sitting with me, and
2 you guys have very educated guy sitting in front of
3 my thing. And holding -- this is my first time ever
4 holding some big thing, and if you make it simple, I
5 will answer you.

6 **Q. Okay. You know, maybe I can back this up a**
7 **little bit too.**

8 **You told us earlier that when we're looking at**
9 **your books, the way we know which times were transported**
10 **on shuttle were based on a number of people. But now it**
11 **sounds as though the shuttle was provided regularly and**
12 **it didn't matter how many people were on the trip; is**
13 **that right?**

14 A. No, it's not. The bus was not used, not at all.

15 **Q. The bus was never used?**

16 A. No, used three or four times. I told her.

17 **Q. Okay.**

18 A. Not every time. See, you want to catch me for
19 my English mistake right here. I told her before we
20 used couple of times the busses, three, four times, no
21 more than that in the whole season of five months
22 period.

23 **Q. And how can we know looking at your books how**
24 **many times you used the bus?**

25 A. How come you know I rely after sometimes going

1 wants to know if you are providing -- if you ever use a
2 vehicle other than the bus to transport unrelated
3 parties on the scheduled service from hotel to --

4 MR. BRAR: No, I said no, I didn't. I
5 didn't.

6 JUDGE PEARSON: Okay. Was that your
7 question?

8 MR. FASSBURG: Well, that's what I'm trying
9 to get at. Sometimes I don't want to get right to the
10 end so I can make sure the factual questions is being
11 answered as opposed to the conclusion I am getting to.

12 JUDGE PEARSON: Right.

13 BY MR. FASSBURG:

14 **Q. So, Mr. Brar, the -- I have to go back to it. I**
15 **want to make sure I understand because your answer**
16 **didn't quite jive with what I think you've said**
17 **otherwise.**

18 A. If you make the question in a very simple
19 thing --

20 **Q. I'll --**

21 A. -- you will get your answer very simple.

22 **Q. I will ask --**

23 A. But if you don't and then I -- very hard for me.
24 I am not so educated guy like you. Believe me, I only
25 12 grades from back home, and I'm not so educated. I

1 to the SeaTac right now, I can make an exit. How can
2 you predict the future or the past?

3 **Q. I want to understand based on your records how**
4 **we can determine in the past --**

5 A. Because I did the good job with the UTC and on
6 my limousine business from long time, so I am -- I am
7 the business --

8 **Q. Mr. Brar, if you please let me complete my**
9 **question before you answer, and if you will please**
10 **answer the question that I asked and not just whatever**
11 **you'd like to say, this would be a lot faster.**

12 A. Okay. Let's go.

13 **Q. Okay. Looking at the books that you have**
14 **produced, which I have not had an opportunity to review,**
15 **how can we determine on which occasions you used a bus?**

16 A. When there is more than like 15 to 20, 22 people
17 together that happen, and my SUVs, my vans was busy
18 somewhere else, and at that time, at that moment I have
19 used three to four times in the whole season my bus
20 because my town cars, my vans, my Sprinters was busy
21 somewhere else. So that's the reason I am sitting here
22 today. That is the reason you took my pictures. Only
23 for one day. You could have taken my pictures every day
24 on Friday, Saturday, and Sunday and give to the
25 Commission, and then I could have agree, yes, I did it.

1 How come you just did for one day?
 2 **Q. I think the answer to that question is because**
 3 **my client had to pay to use your service, and they**
 4 **weren't interested to pay to use your service every**
 5 **Friday, Saturday, and Sunday throughout the season.**
 6 **My question to you --**
 7 A. No, no --
 8 **Q. I ask the questions --**
 9 A. No, no --
 10 JUDGE PEARSON: Hold on. One at a time.
 11 A. If he have use the service going to the Pier 66,
 12 Rogers, how come he didn't take the service back from
 13 there because I don't provide service coming back.
 14 JUDGE PEARSON: Okay. Mr. Brar, let
 15 Mr. Fassburg ask you the question, okay?
 16 MR. BRAR: Okay.
 17 BY MR. FASSBURG:
 18 **Q. So I think if I understand the answer to the**
 19 **question I asked, is we can't because there's nothing in**
 20 **your book that tells us about the category of vehicle**
 21 **that was used; is that right?**
 22 A. No, it tells you, SUV, town car, tells me
 23 sometimes, yeah, in the books. I write on the books
 24 that tells you five people, send SUV; six people, send
 25 SUV; town car, send SUV. Three to four times I used the

1 person. I have no certians. I tell them exactly like
 2 this, n-o, no.
 3 **Q. Okay. Now, if --**
 4 A. Because --
 5 **Q. If instead -- let me ask the next question.**
 6 A. Ask me what kind of vehicle, let me speak. You
 7 are going too fast. I have nothing in front of me. If
 8 somebody comes and tells me, I'm going to Pikes Market
 9 at 1 o'clock, 2 o'clock, and I want -- and I tell him
 10 n-o, no. I cannot. Take a taxi or take a light rail
 11 because what I will -- so I did only one at 11:00 a.m.,
 12 nothing else. Only 11:00 a.m., that's it. Nothing else
 13 at all. Zero.
 14 **Q. Now, when you were coordinating to provide**
 15 **service with the Red Roof Inn, is it the Red Roof Inn**
 16 **who actually makes the call to you specifically to say**
 17 **we've got a group?**
 18 A. No, the customer also do it.
 19 **Q. But the Red Roof Inn does do that, correct?**
 20 A. No, Red Roof, customer also does that.
 21 Sometimes it's the customer on the phone, they tell us,
 22 Hey, you can, you know, do that too. Customer do that.
 23 **Q. Okay. So I think you're agreeing that yes, the**
 24 **Red Roof Inn does call you?**
 25 A. Yeah, they call me because I -- they call me for

1 whole season, I'm telling you again, when people were 15
 2 to 22 and my town cars was busy at the other moment. I
 3 have lot of Google business too.
 4 **Q. So let me ask you a little different question**
 5 **now.**
 6 **When you use the SUVs to transport smaller**
 7 **groups of people, I think you indicated earlier that**
 8 **those were never unrelated people, those were always**
 9 **groups; is --**
 10 A. One group, yes, one group, yes. Always one
 11 group in the SUV and town car because nobody wants to
 12 sit down with something else. I don't want to sit down
 13 in their SUV, my SUV. I'll go like king and queen.
 14 **Q. I don't disagree with that one bit.**
 15 **Getting back to my hypothetical, then, to**
 16 **understand when you use what vehicle and for what**
 17 **purpose. If I go to the Red Roof Inn, and I find this**
 18 **flyer at the desk, and I see \$15 one way to downtown or**
 19 **to the Space Needle or the waterfront or to Pioneer**
 20 **Square or Alki, and I want to take you up on that. It**
 21 **says departs daily 11:00 a.m., 1:00 p.m., or 4 p.m., and**
 22 **I give you a call, and I say, I want to take the 11:00**
 23 **a.m. to the cruise pier, and then someone who I don't**
 24 **know does the same thing, what vehicle shows up?**
 25 A. I tell him no, n-o, no. I cannot do for one

1 the town cars too. I am giving them a good service.
 2 **Q. Okay. So if the Red Roof Inn calls you and**
 3 **says, Mr. Brar, we have six people for you, do you ask**
 4 **them is that a single group?**
 5 A. Yeah, always.
 6 **Q. So you always confirm it's a single group?**
 7 A. Yes, I always confirm how many people, party of
 8 four because -- I just answered you. Nobody will sit to
 9 each other if they're six different group in the SUV.
 10 JUDGE PEARSON: So let me interject here. I
 11 think it would be helpful if you looked at these books
 12 because each party either has a last name or a room
 13 number next to it, and it indicates the number of people
 14 in the party. So for example, it says Ramirez, six
 15 people to Pier 91, van.
 16 MR. FASSBURG: Sure.
 17 JUDGE PEARSON: Room 356, two people, Pier
 18 91, town car. Room 104, Pier 66, two people, town car.
 19 And every -- every reservation is written that way in
 20 this book.
 21 MR. FASSBURG: Do they have dates?
 22 JUDGE PEARSON: Yes.
 23 MR. FASSBURG: May we go off the record so I
 24 can look at that?
 25 JUDGE PEARSON: Sure. We will take a brief

1 recess.
 2 (Pause in the proceedings.)
 3 JUDGE PEARSON: We will be back on the
 4 record.
 5 BY MR. FASSBURG:
 6 **Q. Mr. Brar?**
 7 A. Yes, sir.
 8 **Q. Within your notebook, I'm going to hand to you**
 9 **the book page for August 12th, the date that Mr. Rogers**
 10 **took the trip.**
 11 A. Okay.
 12 **Q. What's the name there on that reservation?**
 13 A. Sonnes, Sonnes, S-o-n-n-e-s.
 14 **Q. Is Mr. Rogers indicated on there?**
 15 A. No.
 16 **Q. So that was one group of related passengers that**
 17 **included Sonnes and Mr. Rogers?**
 18 A. One more time. Let me give you answer too.
 19 When somebody people call us like how you started with
 20 the thing that when Rogers came in at 10:45, we tell
 21 them, Hey, come in the lobby, come in the lobby at
 22 10:45. And that's the moment where people come at 10:45
 23 that we know how many people are going to the cruise
 24 line. That's the time we use the big bus because my bus
 25 is -- my house is only blocks from that hotel. Some

1 business as the small, middle man guy. So middle class
 2 guy. Small middle class guy.
 3 **Q. My question, again, is a little different than**
 4 **what you're answering, and I just want to make sure I**
 5 **understand.**
 6 **When your record for August 12th indicated**
 7 **Sonnes was the passengers, you're saying that would have**
 8 **also included Michael Rogers, an unrelated passenger?**
 9 A. Yeah, that was in the bus, not in the SUV. That
 10 was the bus. That's why -- that's so many people in the
 11 lobby, 18 or 20 or 22 people happen, then we use the
 12 bus. If Sonnes had not -- Rogers had not gone with
 13 Sonnes because Sonnes had to the -- to the -- I don't
 14 think your name Rogers, out of the car here. We are
 15 just going in the SUV because here people -- people
 16 would tell them, okay, let's go now and extra people can
 17 take the shuttle.
 18 Some people are happy to. Not everybody is
 19 like, oh, one guy, let him sit down with me, no problem.
 20 People take -- people take care of each other too. I
 21 can't tell that everybody is bad. Once in a blue moon,
 22 but that never happened. People say, Okay, he's one
 23 guy. He can ride with us if he has to, but that never
 24 happened. That never happened. And whenever we use the
 25 bus, whenever we use the bus -- I want to ask you one

1 people show up in the lobby and then they tell us, Hey,
 2 this much we are. We have extra people. That is the
 3 time we used the big busses to take the people there.
 4 **Q. So it was only when Mr. Rogers took your bus**
 5 **that you used the van because there was extra people on**
 6 **one occasion; is that your testimony?**
 7 A. Because on the -- a lot of people waiting for
 8 taxis, too, sometimes right there, and the taxis don't
 9 show up, right? Taxis don't show up. A lot of people
 10 have noted the reason they come in the lobby because
 11 they see at 11:00 a.m. the flyer, they come in the lobby
 12 and, hey, how many people we are. This is here, eight
 13 people, ten people, four people, and whatever is left
 14 over, okay, we will take to the bus because there's 20
 15 people. Let's take it to the bus.
 16 And plus, I told you we are not so big companies
 17 that you want to -- every single trips or how many
 18 people we picked up. If I have done that, if I have
 19 known that this will be a problem for me to pick up with
 20 the small hotel, I could have never done it. If it
 21 needs a Beeline for 200, 250 people to give him, give me
 22 like two, three months. Whatever groups I get, 20, 25
 23 like individual group, not -- I can give him that
 24 business too, take that too. If that makes them happy,
 25 but we are not so big company. We are just doing the

1 question. How many people you think that Red Roof
 2 people go to the cruise line?
 3 **Q. So Mr. Brar --**
 4 A. Give me the answer.
 5 **Q. -- my question was a little different from**
 6 **everything you said --**
 7 JUDGE PEARSON: I'm not sure exactly where
 8 you're going with this.
 9 A. Yeah --
 10 JUDGE PEARSON: I feel that --
 11 Hold on, Mr. Brar.
 12 -- we have an admission from him. We know
 13 that this conduct occurred. The number of times it
 14 occurred isn't relevant for this proceeding today.
 15 MR. FASSBURG: It may not be, Your Honor,
 16 and I think the result may not be entirely different. I
 17 don't mind getting to the conclusion for Mr. Brar. His
 18 records are obviously not accurate, and I think he is
 19 not providing accurate testimony about what those
 20 records reflect. I think there is something more to
 21 this that he isn't letting on about, he's unwilling to
 22 admit. He's admitting he's providing auto
 23 transportation service, but he's denying the frequency
 24 with which he's actually doing it, the regularity with
 25 which he's doing it, and the number of passengers he's

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1 actually transporting.
 2 JUDGE PEARSON: And that is understood;
 3 however, that is a task for Commission Staff to look
 4 into.
 5 MR. FASSBURG: I understand.
 6 JUDGE PEARSON: It's not something that --
 7 you know, you didn't have discovery rules available to
 8 you here. It wasn't something that you could have
 9 obtained on your own. So for our purposes today, what
 10 matters is did he or did he not engage in the conduct
 11 alleged in the complaint. He has admitted to that, and
 12 then it will be up to the Commission to decide what
 13 steps to take next as far as investigating the breath
 14 and scope of that conduct.
 15 MR. FASSBURG: And I understand, Your Honor.
 16 I think my point has been well made at this point. I
 17 just wanted to try to establish through his inconsistent
 18 testimony what exactly he's doing, and the --
 19 truthfully, that I don't think he's fessing up to
 20 exactly what he's done.
 21 JUDGE PEARSON: Understood.
 22 MR. BRAR: And plus, whatever I said, the
 23 season is coming up, again the next season will come up,
 24 Beeline will go and check it out, how many people in a
 25 small motel can come out, and then they will have --


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1 they will have some answer themselves when the new
 2 season started and -- and they will get all their answer
 3 themselves. So there's nothing to hide from --
 4 otherwise I could have been a very rich guy if there was
 5 a lot of business and now go ahead. You guys -- you
 6 guys will check it out next season coming up, May --
 7 May, and you feel it, how many people you have. And
 8 then we come to the Commission again next November and
 9 saw in the records there was this much people we had,
 10 you will know. Small hotel. Again, I want to tell you
 11 one thing. Nobody even wants to leave in that hotel.
 12 Once you go there, people -- people in that hotel, the
 13 only people in that hotel, they want to save money.
 14 Save money.
 15 JUDGE PEARSON: Okay. Thank you.
 16 MR. BRAR: Whole thing and --
 17 MR. FASSBURG: I think I can -- I can end
 18 the questioning if that will end him answering.
 19 JUDGE PEARSON: Okay. All right. Is there
 20 anything else? I just have a request, which is the same
 21 request I made this morning is that the parties waive
 22 the requirement that the Commission issue an order
 23 within ten days. We would like to have some more time
 24 so we can have the transcript available to us. Is that
 25 okay with you, Mr. Brar?

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1 MR. BRAR: No problem.
 2 JUDGE PEARSON: Okay. And, Mr. Fassburg, I
 3 assume no objection?
 4 MR. FASSBURG: No objection.
 5 JUDGE PEARSON: Okay. Great. All right.
 6 Well, if there's nothing else, thank you so much for
 7 coming today, and we will adjourn and be off the record.
 8 (Adjourned at 2:20 p.m.)
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1 CERTIFICATE
 2
 3 STATE OF WASHINGTON
 4 COUNTY OF THURSTON
 5
 6 I, Tayler Garlinghouse, a Certified Shorthand
 7 Reporter in and for the State of Washington, do hereby
 8 certify that the foregoing transcript is true and
 9 accurate to the best of my knowledge, skill, and ability.
 10
 11 
~~Tayler Garlinghouse~~
 Tayler Garlinghouse, CCR 3358
 12
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