Docket No. TC-230062 - Vol. I

In Re: The Application of Rocket Transportation, LLC

May 17, 2023



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BEFORE THE WASHINGTON UTILITIES AND TRANSPORTATION COMMISSION	1 INDEX OF EXAMINATION 2 PAGE 3 KATHY ROMAN
In re Application of:	4 EXAMINATION
) ROCKET TRANSPORTATION, LLC)) DOCKET TC-230062 For Extension of Certificate) C-062991 of Public)	5 Pro Se Testimony Ms. Roman 7 6 Questions By Atty. Fassburg: 13 7 8 BRUCE ALEXANDER
Convenience and Necessity to) Operate Motor Vehicles in) Furnishing Passenger and) Express Service as an Auto) Transportation Company)	9 EXAMINATION 10 Pro Se Testimony Mr. Alexander 26 11 12 RICHARD ASCHE
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(ALL PARTICIPANTS APPEARING VIA VIDEOCONFERENCE) DATE TAKEN: May 17, 2023 REPORTED BY: Nancy M. Kottenstette, RPR, CCR 3377	21 Exhibit KR-1 Bremerton-Kitsap Airporter map 12 with Rocket proposed service 22 23 (Exhibit retained by the parties.) 24 25
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1 APPEARANCES 2 FOR THE APPLICANT: ROCKET TRANSPORTATION, LLC 3	1 May 17, 2023; 2:06 p.m. 2 3 JUDGE PEARSON: On the record. Good
Kathy Roman, pro se Kathy Roman, pro se Rocket Transportation, LLC P.O. Box 267 Chimacum, WA 98325 Kathy@gorocketman.com ROR THE PROTESTANT: BREMERTON-KITSAP AIRPORTER, INC. Blair I. Fassburg, Esq. WILLIAMS KASTNER	afternoon. This is Docket TC-230062, which is an application filed by Rocket Transportation, LLC, to extend its auto transportation authority to add a stop in Poulsbo to its service territory. Today is Wednesday, May 17, 2023. The time is 2:06 p.m. And we are here for a brief adjudicative proceeding to
601 Union Street 10 Suite 4100 Seattle, WA 98101 11 206.628.6600 bfassburg@williamskastner.com 12 ALSO PRESENT:	hear an objection to the application filed by Bremerton-Kitsap Airporter, Inc. My name is Rayne Pearson. I use she/her pronouns, and I am the administrative law judge presiding over this case. Let's get started by taking
Avery Booth Avery Booth Cortney Wagner Mathew Perkinson Aaron Cahen Jason Sharp Greg Hammond	 appearances, beginning with the applicant, Rocket Transportation. MS. ROMAN: Okay. I'm sorry. You said taking appearances? JUDGE PEARSON: Yes. If you could just
Richard Asche 17 18 19 20 21	state your name. We have the spelling of your name on the Zoom meeting, but just identify yourself and what your position is with the company. MS. ROMAN: Kathy Roman, Rocket
22 23 24 25	Transportation owner since 2014. JUDGE PEARSON: Okay. Thank you. And,

Page 5 Page 7 1 Mr. Alexander, did you want to go ahead and identify 1 hold on. I want to stop you real guick, because you 2 yourself and your role with the company? 2 are representing yourself and what you're giving now 3 MR. ALEXANDER: Yes. I'm Bruce 3 is similar to testimony. I want to swear you in 4 Alexander, and I'm a partner with Kathy and Rocket 4 before you go further. 5 Transportation. 5 MS. ROMAN: Okay. 6 JUDGE PEARSON: Okay. Great. Thank 6 JUDGE PEARSON: If you could just raise 7 you. 7 your right hand. 8 8 And for Bremerton-Kitsap Airporter? 9 9 ATTY. FASSBURG: Good afternoon, Your KATHY ROMAN, witness herein, having been 10 Honor. Blair Fassburg of Williams Kastner and joined 10 first duly sworn on oath, today by Mr. Richard Asche on behalf of testified as follows: 11 11 12 Bremerton-Kitsap Airporter. 12 13 JUDGE PEARSON: Thank you. So under 13 JUDGE PEARSON: Okay. You can our procedural rules, specifically Washington 14 14 continue. 15 Administrative Code 480-31-363, when the Commission 15 MS. ROMAN: Okay. And I highly considers an objection filed by a company holding a 16 recommended that he add this service and let it go at 16 17 certificate, the Commission will determine whether or 17 that. And then now 2023 we're modifying our tariff 18 not the objecting company will provide the same 18 again, and I see that this issue has not been brought 19 service to the satisfaction of the Commission. 19 up, resolved, or anything with Kitsap Airporter. And 20 20 so I decided to formally submit this today. And if the Commission determines that the 21 objecting company holds a certificate to provide the 21 JUDGE PEARSON: Okay. Thank you. 22 22 same service in the same territory that the service is Mr. Fassburg, would you like to make an 23 the same as the proposed -- is that proposed in the 23 opening statement? 24 application and that the objecting company is 24 ATTY. FASSBURG: Yes, I would. Thank 25 providing the same service to the satisfaction of the 25 you, Your Honor. Page 6 Page 8 Commission, the Commission will not issue a 1 The Commission rules define two specific types 1 2 2 certificate. of auto transportation service under the rules, 3 And if the Commission determines that the 3 door-to-door service and scheduled service. As the 4 objecting company will not provide the same service to 4 Commission is well aware, these are different types of 5 the satisfaction of the Commission, the Commission may 5 services. 6 grant the application. So that is the standard and 6 Door-to-door is one in which the airporter 7 what we're looking for today and what I will be 7 provides service to a territory, an area, defined not 8 evaluating. 8 by the pickup locations, but by the general area in 9 And so what we'll do is we'll have Rocket 9 which it will serve with another point on not a 10 10 Transportation present its case first, and then specific route to which these passengers will arrive 11 Bremerton-Kitsap will have an opportunity to respond 11 as their destination. What defines door-to-door is 12 and present its case. 12 the fact that the passenger can pick their pickup 13 So would the parties like to make brief 13 location. opening statements before we get started with witness 14 14 Scheduled service, by contrast, involves a 15 testimony? 15 route on which there are multiple points from which a 16 MS. ROMAN: Yes, I would. 16 passenger can be picked up with an end terminus. 17 JUDGE PEARSON: Okay. 17 This application was one that was made under

2 (Pages 5 to 8)

the name door-to-door but is, in fact, an application

for scheduled service. There are two specific points

that the applicant has asked to serve within Kitsap

County, an area for which it does not have current

In fact, near the locations that are being

applied for, Bremerton-Kitsap Airporter provides

scheduled service. As the evidence will reflect,

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authority to serve.

ATTY. FASSBURG: Yes.

MS. ROMAN: This issue has actually

JUDGE PEARSON: Hold on. Ms. Roman,

arisen in 2015 when I did the attempted tariff change,

and I called Mr. Asche personally and mentioned that

this was an issue that clients were calling us for

add this service, and he emphatically said no.

service out of this area. And I asked permission to

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Page 9 Page 11 1 Bremerton-Kitsap Airporter provides this service 1 opinion. satisfactorily and reasonably. The locations that the 2 2 I would like to refer to the exhibits of the 3 applicant seeks to serve have a very low population 3 one that's labeled Bremerton-Kitsap Airporter map with density that cannot justify providing additional 4 4 Rocket proposed service. It's the map with Kitsap scheduled stops on the volume and number of stops that 5 5 Airport. Everyone is familiar with this document. 6 are made by Bremerton-Kitsap Airporter, and it would 6 JUDGE PEARSON: So is this --7 not reasonably serve the public to add additional 7 MS. ROMAN: Do you want me to show it? 8 stops if they cannot be sustained. 8 JUDGE PEARSON: Is this something that 9 9 In addition to demonstrating that they're not you submitted or that Mr. Fassburg submitted? 10 10 providing the same service or that the incumbent is MS. ROMAN: That I submitted. not providing service to the satisfaction of the JUDGE PEARSON: Okay. Hold on one 11 11 12 Commission, one of the burdens of proof on the 12 second. 13 applicant are that it is both financially and 13 MS. ROMAN: I can share my screen if 14 regulatory fit to provide service. It must 14 you want. 15 demonstrate by rule that it has the resources to 15 ATTY. FASSBURG: Your Honor, if I may, 16 provide the service. 16 as opposed to a hearing exhibit, I believe this was 17 In this case, the application is incomplete, 17 part of the application. We don't have any objection 18 and it fails to demonstrate any of the resources the 18 to its use in the hearing. 19 company possesses to provide this service by which the 19 JUDGE PEARSON: Okay. This was 20 Commission could assess whether it is reasonable and 20 submitted with your original application then? in the public interest to provide service at this MS. ROMAN: It was submitted after the 21 21 location. The application itself is missing all 22 original application. When I realized it was going to 22 23 financial information. It states the assets and 23 be a Zoom meeting, I submitted it after. liabilities of the company are zero. JUDGE PEARSON: Okay. We'll treat it 24 24 25 And so I believe ultimately at the conclusion 25 as -- is it part of the application, though? Or was Page 10 Page 12 of this hearing, Bremerton-Kitsap Airporter will have 1 1 it because of the hearing that you submitted it? 2 MS. ROMAN: Well, I was going to bring 2 shown that the application cannot be granted on legal 3 it to the hearing, and then because it was a Zoom 3 grounds. 4 4 JUDGE PEARSON: Thank you. hearing, I submitted it online. 5 5 Ms. Roman, at this time, you can respond to JUDGE PEARSON: Okay. So we will --6 6 what Mr. Fassburg said or provide additional Mr. Fassburg has no objection, so we will admit it 7 7 into the record and mark it as KR-1. And if you want testimony. And then when you're done, Mr. Fassburg 8 to go ahead and share your screen, that would be 8 will be able to ask you cross-examination questions. 9 9 And then after that, I assume that Mr. Alexander will great. 10 10 want to testify; is that correct? (Exhibit KR-1 was marked.) 11 MS. ROMAN: Okay. I'm not familiar 11 MS. ROMAN: I'm not sure what Bruce 12 with exactly how to do this. 12 wants to say. I think he's more observing. I think 13 JUDGE PEARSON: It should be at the 13 if he wants to say anything, he'll pipe up and say 14 bottom of your screen. Is there a button that says 14 something. share screen? Mine's lit up green. 15 15 JUDGE PEARSON: Okay. MS. ROMAN: You're right. It does. 16 16 MR. ALEXANDER: Correct. 17 MS. ROMAN: Okay. The -- financially, 17 Look at that. 18 to support this area, there's absolutely no additional 18 Okay. So everyone sees my screen? JUDGE PEARSON: Yes. resources from our company needed to do what we've 19 19 20 20 MS. ROMAN: The map is literally taken proposed. We drive right by both of those locations

from Bremerton-Kitsap Airporter's website. The

balloon style dots here are their markings on their

site showing their stops. I added the purple stops

them there. And then I circled the area, entire

here which are Rocket's stops. You can see both of

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every day, every time. It's not a question. This is

providing as a company. We think that Kitsap Airport

should be providing the service. This is -- from the

not something that we think that we should be

calls that we get, this is an unmet need in our

Page 13 Page 15 1 running three vehicles. If we have six runs, we're 1 Kitsap area in black, and this red section here is the 2 2 running six vehicles. area we're talking about now. 3 3 Q And to be clear, are each of these vehicles a So in my opinion, this area is an unserved 4 area based on the fact that we get calls on a regular 4 shared-ride vehicle? 5 basis from people living in this area that feel that 5 A Yes. 6 Bremerton-Kitsap Airporter is not meeting their need, 6 Q So a passenger who books transportation in 7 that they need closer stops, and they're asking us to 7 Port Angeles might be joined with a passenger who 8 8 books transportation from Sequim and they would be provide the service. And we just keep telling them, 9 9 no, sorry, we can't. No, we can't, and so would like sharing the same vehicle to Sea-Tac Airport; is that 10 10 to get this resolved one way or the other, either get correct? A Correct. the area served or let us do it. 11 11 12 Q And it is your intention by this application 12 I mean, I don't have a big opinion one way or 13 13 that if it were granted those same two passengers the other. I just think the customers are calling for might join a passenger who is picked up near Poulsbo 14 it. So my big thing is, is this area being served, 14 15 that's number one. And if it's not being served, who 15 and share that vehicle to Sea-Tac as well: correct? 16 16 is going to serve it? A Correct 17 JUDGE PEARSON: Okay. Thank you. Are 17 Q In your map that is still on the screen that 18 you done testifying? 18 is Exhibit KR-1, the area that you described within 19 MS. ROMAN: Yes. That is it. 19 the red what we'll call that oblong shape in North 20 20 JUDGE PEARSON: Mr. Fassburg, do you Kitsap County, that is not an area in which you intend 21 21 to provide door-to-door transportation throughout the have any questions for Ms. Roman? 22 EXAMINATION 22 entire area; correct? 23 BY ATTY, FASSBURG: 23 A Correct. Q I do. And, Ms. Roman, I would like to start Q And, in fact, there's only two specific pickup 24 24 25 by discussing what you currently provide as your or dropoff locations you're proposing to serve in that 2.5 Page 14 Page 16 service. My understanding is that the service Rocket 1 area; right? 1 2 Transportation provides is door-to-door and all 2 A Correct. 3 passengers must originate in Clallam or Jefferson 3 Q Is it your intention that if someone books 4 County; is that correct? 4 transportation to or from one of those points and the 5 A Correct. 5 vehicle would otherwise be empty that you will still 6 Q And the area that you currently serve, a 6 provide them transportation from that point to Sea-Tac 7 7 Airport? passenger that would like to book transportation with 8 Rocket Transportation can provide you an address 8 A Yes. 9 anywhere within Clallam or Jefferson County and you 9 Q Okay. Now, with respect to the area that will pick them up and take them to a destination you've described as your service area, you would agree 10 10 11 authorized within your certificate; is that right? 11 with me -- I'm sorry. The proposed area, as it is 12 12 indicated on Exhibit KR-1, that is not, in fact, the A Correct. 13 13 proposed area, because you're not going to pick up a Q Now, how many vehicles does Rocket passenger, say, in Hansville at their house; correct? Transportation operate on, say, an airport run to 14 14 15 Sea-Tac daily? 15 A Well, it's not -- our proposed is those two 16 A One vehicle per run, anywhere from zero to six 16 stops, correct. The area circled in red is what we 17 runs a day currently. 17 are saying is an unserviced area of the Kitsap County. Q How many different vehicles does it operate to Q And those two points that you're proposing to 18 18 serve, those are along the route that your vehicles 19 provide that service? 19 are already driving? 20 20 A How many in our fleet or how many run on each 21 day? 21 A Correct. 22 Q How many will run to Sea-Tac, how many 22 Q Does your vehicle have an alternative route 23 separate vehicles? 23 that they take, or does it always take that route? 24 A One vehicle per run based on the number of 24 A The only time it would change would be if the

bridge is closed or some other things happened that

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runs that we have. If we have three runs, we're

Page 17 Page 19 1 has made it unpassable. Otherwise, that is our route. 1 A The three? 2 Q If you were, instead, proposing to provide 2 Q Well, I have two. I guess there are three 3 service to the entire area that's within your red, 3 here in front of me. You're right. 4 oblong shape in North Kitsap peninsula, would it be 4 So I don't believe I submitted these as 5 economically reasonable or feasible for you to serve 5 hearing exhibits. Do you object to --6 that entire territory and provide a driver at any 6 A They're in the list. They're in the filing, 7 location at any time of their choosing? 7 yeah. 8 8 ATTY. FASSBURG: Judge Pearson, I A The only way that we could economically make 9 9 that successful would be to have a van that picks up didn't submit these as hearing exhibits, but I would 10 in those areas, each specific location, and then 10 like to refer to them, if that's okay? JUDGE PEARSON: Which documents? 11 brings them to one of the Rocket-proposed areas. And 11 12 that's something we currently do in our service area 12 MS. ROMAN: I have no objection. 13 13 JUDGE PEARSON: Which documents are you is feed the main van. We call it the main van, the 14 one that's going to do the entire route to the 14 referring to? 15 airport, feed it with a smaller van. 15 ATTY. FASSBURG: There were three Q So you would need --16 16 letter support statements filed with -- either with 17 A That is possible. Well, we have enough vans. 17 the application or subsequent to the application. 18 We do it already. When I say one van goes to Sea-Tac, 18 JUDGE PEARSON: Right. I'll take 19 we may have three vans feeding it. 19 official notice of those, because they are part of the 20 Q So right now do you have equipment that you 20 application in the docket. intend to dedicate to that entire area? ATTY. FASSBURG: Yes. Thank you. 2.1 2.1 22 A We could. It's not in the current proposal. 22 BY ATTY, FASSBURG: 23 23 Q With respect to the letter from Mary It is possible. 24 Q Where in your application do you list all the 24 Underwood, Ms. Roman, do you agree with me that --25 equipment that you're using for this service? 25 A One moment. One moment. Wait. Wait. Wait. Page 18 Page 20 A In this particular application? I got it. 1 1 2 2 O Yes Q Yes. 3 A No. I did not add the vehicle list in the 3 A Okay. 4 application. It's on our annual report, and our 4 Q Ms. Underwood here states that she lives in 5 equipment list hasn't changed. 5 Kingston; correct? 6 Q And where in this application have you listed 6 A Yes. 7 7 any of the assets or liabilities of the company? Q And you would agree with me, you're not 8 A I have not included the assets and 8 proposing to provide a stop in Kingston; correct? 9 liabilities. 9 A I think both of these are labeled as Poulsbo, 10 near Port Gamble and near-ish Kingston but not in 10 Q And so to be clear, other than your statement here at the hearing where you say that it wouldn't 11 11 12 cost you anything additional to provide this service, 12 Q And if a person who lives in Kingston would 13 13 like to use your proposed service, are they going to you haven't supplied the commission with any financial data by which to assess your financial fitness; be picked up at their house? 14 14 15 correct? 15 A Not unless the UTC wants to give us authority 16 A Other than the annual report that was just 16 to do that. I haven't asked for it. 17 filed, correct. 17 Q And so if a person from Kingston wants to Q And you will agree with me -utilize your proposed service, they would need to have 18 18 a ride or transportation of some kind to one of the 19 A Everything --19 20 20 Q You would agree that annual report was not two proposed stops; correct? 21 filed with respect to this application? 21 A Correct. 22 A No. I didn't see it necessary. 22 Q And the distance to those stops, do you have 23 Q The two support statements that you supplied 23 that in front of you? Do you know what that distance 24 with your application, I'd like to ask you a couple of 24 25 questions about. 25 A The distance between my two stops?

Page 21 Page 23 1 Q The distance --1 route in Poulsbo, period, things that we can do to 2 A The distance from Kingston? 2 help this need without changing everything that we do. Q The distance from Kingston to either of your 3 3 Q And so the more northern point that you're 4 4 proposing to serve, Mr. Morgan did not specifically 5 A I would guess by scale on the map, it's 5 state that there's a need for service at that location either, did he? 6 probably eight miles. 6 7 Q Do you agree with me that based on the 7 A Oh, no. His thing was set way before I made 8 8 population density of that area most passengers who this proposal. I mean, he didn't -- he didn't -- he 9 9 desire to receive auto transportation service to the tried to book and then got mad that we wouldn't take 10 10 him. And so -- and that happens fairly regularly. So airport are going to have to drive a number of miles? 11 this is what I came up with that I could propose to 11 A I'm sorry. I think everybody drives a number 12 12 of miles to get to their location. We have people attempt to fill some of this need. 13 Q So I think we're good there. We can move on. 13 that get picked up in Clallam and Jefferson not at On average, how many runs per day do you 14 their homes. That's not an unusual thing for us. 14 15 operate from Jefferson or Clallam County to Sea-Tac 15 Q Sure. And so where a point on a route may be Airport? 16 located may have to do with population density and the 16 17 feasibility of service and not just the number of 17 A It used to be six. Right now it's about four. 18 Q And how many people have attempted to book 18 miles that a passenger might drive; correct? 19 service from Kitsap County to Sea-Tac Airport, say A In a general statement, yes, that's correct. 19 20 20 And my point is that there should be closer service to 2.1 A Oh, my gosh. I've given up trying to count. 21 this area. No matter who is serving it. 22 I would say it averages maybe six a month that have 22 Q Now, you offered a statement from Karl Morgan 23 called us attempting. I mean, people give up after a 23 as well; correct? A One moment. I don't have them memorized. 24 while, but that's what I would say is an average. 2.4 25 Q So if you were to have this service, you think 25 Okay. Yes. Page 22 Page 24 1 Q Mr. Morgan lives in Hansville; correct? 1 there would be approximately six passengers a month? 2 2 A I would think that once it got known, there 3 Q Did Mr. Hansville [sic] support the need for 3 might be, say, 12 a month, but I don't think it would 4 service at a specific location? 4 be a whole lot. 5 A Yes. 5 Q You have proposed a tariff for this proposed 6 Q So where in this letter did he say he would 6 service; is that correct? 7 7 like there to be a Poulsbo stop? A You mean submitted a change to the current 8 A A what? 8 tariff with the proposed tariff? 9 Q A stop in Poulsbo. 9 Q Sure. You've proposed what the rate will be 10 for these new service points; correct? 10 A Oh, no, he wants something closer to him, period. And since Kitsap is not supplying it, he 11 A Correct. 11 12 12 thought we should supply it. Q And what's the base fare that you're proposing Q And Mr. Morgan also did not support the need 13 13 to charge? for a stop -- a point for service south of the Hood A It would be the same either -- it depends on 14 14 15 Canal Bridge either, did he? 15 what our fare structure is in place. Right now it 16 A One second. Karl Morgan. Sorry. I'm sorry. 16 would be the same as our, quote, base fare -- not the 17 Repeat that, please. 17 base max. But our base fare zone, it would be the Q I'm asking you: Mr. Morgan did not support 18 18 same as that. And we have on that community the need for service at your more northern proposed 19 19 partnership locations that we're working on that are 20 stop either; correct? 20 discounted areas. 21 21 A I'm sorry? And when we get that in place, these locations Q Maybe I can clarify. How do you define the 22 22 would have that same community partnership discount point that you propose to serve that is near Port 23 23 for areas that are not the specific home addresses. If they want to meet us somewhere, they get a discount 24 24 Gamble? A I -- those are just the points that are on our 25 for doing that. But that's not required. They can 25

	Page 25		Page 27
1	pay the full fare and get picked up at their home.	1	have some flexibility in that fare. And, indeed, if
2	Q So what's the current number that is being	2	this area was granted for us to serve, actually, in
3	proposed? What is the current rate?	3	the last couple of weeks, we've purchased some
4	A The current rate, \$85.	4	additional vehicles where we could have the additional
5	ATTY. FASSBURG: I think I have no	5	capability of picking people up in those areas, even
6	further questions. Thank you.	6	if it was door-to-door. And that's those two
7	JUDGE PEARSON: Thank you. So if	7	points, I just want to make that on the record.
8	Mr. Alexander wanted to testify, this would be his	8	JUDGE PEARSON: Okay. Thank you. Does
9	opportunity.	9	that complete your testimony?
10	MS. ROMAN: Can we get rid of my screen	10	MR. ALEXANDER: It does at this point.
11	first?	11	JUDGE PEARSON: Okay. This is going to
12	JUDGE PEARSON: Absolutely. Do you	12	be your only opportunity unless you want to be the one
13	know how to do that?	13	to make the closing statement at the end.
14	MS. ROMAN: Maybe.	14	But you will also have an opportunity to
15	JUDGE PEARSON: Okay. I'm assuming it	15	cross-examine Mr. Asche.
16	would be the same button that you hit for share	16	MR. ALEXANDER: Very good. Thank you.
17	screen. It should probably be red and have an X on it	17	JUDGE PEARSON: Okay. Mr. Fassburg, do
18	now.	18	you have questions for Mr. Alexander?
19	MS. ROMAN: My Zoom screen has changed.	19	ATTY. FASSBURG: No, I don't.
20	It's now this tiny little thing on the right here, and	20	JUDGE PEARSON: All right. So that
21	I don't know how to make it bigger.	21	concludes the company's witnesses, correct, for Rocket
22	JUDGE PEARSON: Let's go off the record	22	Transportation? Yes, okay. Got an affirmative nod
23	for just a moment.	23	from Ms. Roman.
24	(A break was taken from 2:33 p.m. to	24	Mr. Fassburg, do you just have the one witness
25	2:34 p.m.)	25	today, Mr. Asche?
	Page 26		Page 28
1	JUDGE PEARSON: Mr. Alexander, did you	1	ATTY. FASSBURG: Yes. That's right.
2	want to offer testimony?	2	JUDGE PEARSON: Would you like to call
3	MR. ALEXANDER: I would.	3	Mr. Asche?
4	JUDGE PEARSON: Okay. If you could	4	ATTY. FASSBURG: Dick, are you
5	raise your right hand, I'll swear you in.	5	available?
6	BRUCE ALEXANDER, witness herein, having been	6	JUDGE PEARSON: There he is.
7	first duly sworn on oath,	7	Mr. Asche, can you unmute yourself?
8	was examined and testified	8	MR. ASCHE: Okay. Now
9	as follows:	9	JUDGE PEARSON: All right. Mr. Asche,
10		10	if you could raise your right hand, I'll swear you in.
11	JUDGE PEARSON: You can go ahead when	11	
12	you're ready.	12	RICHARD ASCHE, witness herein, having been
13	MR. ALEXANDER: Well, one of the things	13	first duly sworn on oath,
14	that I'm a little bit puzzled by is why the objection	14	was examined and testified
15	to serve people in that area that have been requesting	15	as follows:
16	that service if it's not something that they feel	16	##POF PF4 POOM A# * 14
17	that the Kitsap Airporter feels that it's not	17	JUDGE PEARSON: All right.
18	feasible or there's not enough population to serve	18	Mr. Fassburg, go ahead.
19	that area. If that is, indeed, not an issue, then it	19	E X A M I N A T I O N
20 21	would seem that they would not object to us serving	20	BY ATTY. FASSBURG:
	that area.	21 22	Q First, Mr. Asche will you state your full
	So that's one guartien that I have. The other		
22	So that's one question that I have. The other		legal name and position with Bremerton-Kitsap
22 23	issue is that I wanted to add that in Kathy's	23	Airporter.
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1 Q How long have you been the president of the 1 Q And we have an exhibit that we filed that we 2 2 can refer to. And I don't know that it's been marked, company? 3 3 but let me see if I can find that in my records real A Since its origin. I founded the company in 4 1979. 4 quick. Do you have a copy -- I may have failed to 5 Q It's my understanding that Bremerton-Kitsap 5 provide you a copy of that. Let me see if I can pull 6 Airporter provides service along two separate routes. 6 that up on our screen so we can all look at that. 7 I'd like to focus today on your Kitsap route. Would 7 It's taking me just a second while it opens. 8 8 you describe generally for the Commission what service Can you see that now, Mr. Asche? 9 you provide in Kitsap County? 9 A No. I sure can't. 10 10 Q Let's see if I can make that work. There we A We provide -- currently, we provide 20 trips a qo. Is it visible now? 11 day. We're soon going to increase that by another 11 12 trip. We operate hourly from beginning at Poulsbo 12 A Now it is. That's correct. Okay. 13 going to Sea-Tac for 20 times a day currently. And as 13 Q Okay. Great. This is an exhibit prepared 14 soon as the summertime comes around and we get 14 from data provided by Bremerton-Kitsap Airporter. Are 15 you familiar with the passenger counts from the availability of more drivers, we'll add that other run 15 16 that will end at midnight. We'll get to the airport 16 Poulsbo stop to Sea-Tac Airport? 17 at midnight and depart 20 minutes later. 17 A Yes, I am. 18 Q And right now, what is the most -- the 18 Q Now, referring to this exhibit, how many daily passengers do you have from Poulsbo -- and, actually. 19 northernmost point that you serve in Kitsap County? 19 I'll scroll down. Let's look at 2023. For the month 20 A Is the Keyport Junction, which is in Poulsbo. 20 21 Q So what is the reason why you have a stop at 21 of April, do you see how many monthly passengers you 22 **Keyport Junction?** 22 had from that stop in the month of April 2023? 23 A Well, basically, because we used to operate 23 A I'm on my cell phone now. I have to get my 24 out of Bangor sub base, but we're no longer able to do 2.4 glasses here. 25 that because of security restrictions. So we moved 25 Q I'll represent to you that the table shows the Page 30 total Poulsbo passengers in April 2023 was 1,047 and 1 our stop to the nearest location from Keyport -- or to 1 2 2 that the average daily count was 35. Does that sound Keyport Junction, which is just -- how many miles is 3 it to the -- one mile down the road to Keyport 3 accurate to you? A That's about right. 4 Junction from the Bangor sub base, so many of our 4 5 5 Q In order to sustain 20 runs a day, is there a passengers are from Keyport Junction or from Bangor 6 and northern Kitsap County. 6 certain concentration of passengers that are required? 7 7 Q Is there a reason in terms of feasibility and A You mean from Poulsbo? 8 reasonableness for the company that you provide 8 Q Yes. 9 service there as opposed to somewhere else? 9 A No. We take reservations for anywhere they 10 10 A Because it's closest to Bangor, and we're no want to go and be picked up on the route. longer serving Bangor. It's a sub stop for Bangor. 11 Q In order to provide that service -- I'm going 11 12 12 to stop sharing the screen so that we can see each Plus we get all the Poulsbo people there too. 13 13 Q What is it about Bangor that has your company other. 14 14 providing service in that location? In order to provide that service sustainably 15 A Other than Bangor? 15 so you can provide it at a profit, does it require 16 Q No. I'm asking what is it about Bangor that 16 that you have a certain level of passengers? 17 has you providing service to that location? Let me 17 A Well, not really, just our breaking -- it clarify. Is there something with respect to 18 18 varies. Depending on the -- we run 20 trips a day, passengers that has your company providing service to 19 19 and that costs X number of dollars. I don't know what 20 20 that specific location? that figure is exactly, but you count driver's time 21 A Yes. A lot of our passengers are military 21 and gasoline costs and fuel costs and vehicle 22 passengers and military service passengers. 22 maintenance. I don't know how many passengers we need 23 Q With 20 runs a day, how many passengers do you 23 to make a route profitable. 24 carry per day from that location, do you know? 24 Q Well, you don't have an exact number, but 25 would it be safe to say that there is some number of 25 A Probably 10 percent of our passengers.

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Page 33 1 passengers that are required to make a stop 1 Q Now, with respect to scheduled service, I want 2 profitable? 2 to talk to you just a little bit about the nature of 3 3 scheduled service. Do you believe that most of your A Yes. It is. 4 Q If you were to expand your route and provide 4 passengers require a ride to Keyport Junction as 5 service to another stop in Poulsbo, do you believe 5 opposed to simply walking over and jumping on the 6 that you would dilute your passengers from the Keyport 6 shuttle? 7 Junction stop? 7 A Yes, they do. Like all of our stops, people 8 8 A Possibly. Although in the last two, have to come from their homes or to one of our stops. three months, we've had only one request to pick up 9 9 Q Do you have any understanding of how far your 10 passengers travel to get to your stops? 10 people beyond our Keyport Junction stop, so there's 11 A Well, I personally travel about 12 miles to 11 only -- there's no demand for it. So there's no need 12 get to my stop when I travel, and that's on the 12 to extend our route any further than what we're doing 13 airporter. But it varies. Most of our -- pickup 13 right now. locations are centrally located. Like in Bremerton we 14 Besides, if we expand our route further, it's 14 15 have two pickup locations, which is -- the beginning 15 going to involve more time for passengers to get to 16 the airport. It's going to involve more time for our 16 of our service was at Bremerton. And we get quite a 17 drivers to get to the first pickup location which 17 few people out of Bremerton, but they're not too far away from our stops, two stops in Bremerton. 18 18 would be north of our Keyport Junction right now. 19 Q So what about people that live a little 19 It's very expensive. Q Thank you. And with respect to your passenger 20 further away than, say, in the city where your stop is 20 21 located, is it reasonable to expect that they will 21 counts, have they been up or down since prior to the 22 have to travel a distance to get to your stop? 22 pandemic? 23 A Yeah, I would think. I travel -- like I say, 23 A They're down from prior to the pandemic. 24 travel 12 miles to get to my stop, and I live in 2.4 Q What's the impact on the company when your 25 Manchester. 25 passenger counts decline? Page 34 1 Q How many people have complained to you that 1 A Well, we -- we're just dealing with less 2 2 are from Kingston that you don't have a stop closer to money, I guess, less income. The impact is if we have 3 fewer customers, we have to cut back some of our runs. 3 Kingston? 4 So we've added more runs. We're adding more runs now. 4 A Nobody. 5 5 Q How many people from Hansville have complained We're one run shy of what we were before pre-COVID. 6 Q Now, if you were to expand your service to 6 to you that you don't have a stop closer to Hansville? 7 7 provide an additional stop, you don't have an exact A Nobody to my knowledge. 8 number as to how many passengers you would need in 8 Q And what about folks that live near the Hood 9 order to operate 20 runs a day profitably? 9 Canal Bridge, has anyone from there complained to you 10 10 A No. I sure don't. that you don't have a stop closer to them? Q Would you -- do you believe you'd be able to 11 A No. Nobody is complaining about this. 11 12 Q If you were to have Rocket Transportation's 12 operate an additional stop with 20 runs a day 13 13 profitably if there were only six passengers? application granted and passengers from those A I doubt it. That's an awful long distance to 14 14 locations that might otherwise have come to your stop 15 drive. 15 will now instead use an alternative, would there be

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A Per day?

Q Total, per month.

A I don't think so, no.

to these other two proposed stops.

Q What if there were 12 additional passengers?

Q What about -- what if it were per day?

A I doubt it would be profitable per day either.

As long as we keep that pickup location at Keyport

Junction, we're good to go for all the Bangor people.

There's no need for anybody to go -- from Bangor to go

9 (Pages 33 to 36)

any negative impact on Bremerton-Kitsap Airporter?

Q If you lose any passengers, does it create any

A Not really. Well, anytime we lose passengers,

hope is to regain the passenger counts that we had in

it's an impact on the company, so I would think our

'19 -- or 2019. That's our goal to reach what we did

A Well, if it is, it would be very limited. I'm

not sure. I wouldn't be able to say that. It's a

projection that I can't make.

impact on your company?

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	Page 37		Page 39
1	pre-COVID.	1	back to a question for Mr. Asche, please.
2	ATTY. FASSBURG: Okay. No further	2	JUDGE PEARSON: Okay. Thank you.
3	questions. Thank you.	3	BY MR. ALEXANDER:
4	JUDGE PEARSON: All right. Thank you.	4	Q Mr. Asche, would you have any objection if
5	Mr. Alexander, do you have questions?	5	Rocket Transportation were to provide door-to-door
6	MR. ALEXANDER: I do for Mr. Asche.	6	service or pick up people north of Keyport Junction?
7	EXAMINATION	7	ATTY. FASSBURG: I'm going to object,
8	BY MR. ALEXANDER:	8	Your Honor, because they haven't applied for that
9	Q Mr. Asche, from what I heard, you stated that	9	service, and I don't think that Mr. Asche should be
10	your passenger count for the Poulsbo stops are lower	10	committing or be required to commit to giving an
11	today than they were in 2019; is that correct?	11	answer to a hypothetical service that hasn't been
12	A Whatever that chart said. I don't have the	12	applied for.
13	chart in front of me, but maybe Mr. Fassburg could	13	JUDGE PEARSON: I understand, but I'm
14	answer that one. They are lower. I believe they are	14	going to allow it.
15	lower than 2019 on account of COVID.	15	BY MR. ALEXANDER:
16	MR. ALEXANDER: I don't have the chart	16	Q Mr. Asche, would you object if we were granted
17	in front of me. Mr. Fassburg, can you confirm the	17	an authorization to pick up north of Keyport Junction,
18	numbers?	18	would you have any objection to us picking up
19	JUDGE PEARSON: Well, I think what	19	passengers door-to-door either at their home or at a
20	would be appropriate is if you shared the screen	20	pickup spot north of Keyport Junction?
21	again, Mr. Fassburg.	21	A Yes, I would.
22	ATTY. FASSBURG: I'm happy to do that.	22	Q If you feel that there is no demand for that
23	I was trying to do that. I didn't want to do that	23	service, I don't understand why you would object to
24	prematurely. I may need to zoom out to get all	24	that. Could you clarify that?
25	numbers on the screen.	25	A Any dilution of the service that we provide, I
			,,
	Page 38		Page 40
1	BY MR. ALEXANDER:	1	would object to, and this would amount in effect,
2	Q It looks like the numbers in April 2019 the	2	it would have a dilution of our passenger counts.
3	average daily count to 41 versus 35 for April '23?	3	Even though slightly, it would still have a dilution
4	A That's correct.	4	of our passenger counts.
5	MR. ALEXANDER: Okay. Thank you. You	5	Q Okay. I guess I heard two different things
6	can close that screen, Mr. Fassburg. Thank you.	6	then. Because what you did state before was that you
7	BY MR. ALEXANDER:	7	don't get any requests for pickup north of Keyport
8	Q So my other question for you, Mr. Asche, is	8	Junction.
9	that if according to one of your statements, there's	9	ATTY. FASSBURG: Objection.
10	not enough you're not getting any demand for people	10	A We've had one in the last to my knowledge,
11	north of Keyport Junction; correct?	11	there's only been one request for service beyond
12	A That's correct. One passenger, to my	12	Keyport Junction in the last two or three months.
13	knowledge I asked Lauri Smith, our manager, and	13	MR. ALEXANDER: Okay. I don't have
14	there's only one comment in that regard in the last	14	anymore questions, Your Honor.
15	two or three months.	15	JUDGE PEARSON: Okay. Thank you.
16	Q So I'll state for the record that we have had	16	Mr. Fassburg, do you have any redirect?
17	people request pickup there in North Kitsap County	17	ATTY. FASSBURG: I don't.
18	north of Keyport Junction, and, indeed	18	JUDGE PEARSON: Okay. All right. Does
19	ATTY. FASSBURG: Your Honor, I'm going	19	that conclude testimony for Bremerton-Kitsap
20	to object to the testimony in the form of a question.	20	Airporter?
21	Mr. Alexander's time to testify has ended.	21	ATTY. FASSBURG: Yes, it does.
22	JUDGE PEARSON: Mr. Alexander, I	22	JUDGE PEARSON: Okay. Thank you,
23	understand that you're not an attorney; correct?	23	Mr. Asche.
24	MR. ALEXANDER: I'm not. And I	24	MS. ROMAN: I'm sorry. Do I have a
25	understand that I'm making a statement. So I'll go	25	chance to ask questions or not?

Page 41 Page 43 1 JUDGE PEARSON: Typically, we just have 1 BY MS. ROMAN: 2 2 Q During COVID lockdown, you guys ceased one representative ask questions of a witness. 3 3 operating completely for a period of months; is that Because you are pro se, though, we'll let you proceed. correct? 4 But, Mr. Asche, before you answer the 4 5 questions, give Mr. Fassburg an opportunity to voice 5 A Four months. 6 any objections. Okay? 6 Q Okay. During that time, did anybody else 7 MR. ASCHE: Thank you. 7 provide service in Kitsap for you with your 8 JUDGE PEARSON: Go ahead, Ms. Roman. 8 permission? 9 9 EXAMINATION A No, nobody did. Q Okay. 10 BY MS. ROMAN: 10 Q Oh, I'm sorry. I thought we were waiting for A Nobody had any drivers, plus there was no 11 11 12 12 passengers going to the airport. a response. 13 Okay. Did I hear you correctly when you said 13 MS. ROMAN: Okay. Will I get a closing that Keyport Junction's stop did not exist prior to statement? I don't want to make a statement here. 14 14 15 the Bangor stop being eliminated? 15 JUDGE PEARSON: You will, yes. 16 A No, it did not. 16 MS. ROMAN: Okay. That's my questions. Q So when Bangor was a stop, Keyport Junction 17 17 JUDGE PEARSON: All right. Thank you. did not exist as a Bremerton-Kitsap Airporter stop? 18 18 Mr. Fassburg, did that elicit any redirect for 19 A It was a stop at that time, but just a minor 19 you? stop. It was a minor location, very few people picked 20 ATTY, FASSBURG: No. 20 21 JUDGE PEARSON: Okay. And that up there. 21 Q Okay. So you're saying now that the stop 22 22 concludes then both companies' presentations, it existed? It just wasn't as big as Bangor? 23 23 sounds like, and we're ready to move to the closing A About the same. statements; yes? 24 24 25 Q Okay. Are your stops -- currently, your 25 ATTY, FASSBURG: Yes. Page 42 Page 44 stops, any of your stops, are they flag stops or are 1 JUDGE PEARSON: Ms. Roman, do you want 1 they scheduled stops? 2 2 to go ahead? 3 A They're all scheduled stops. 3 MS. ROMAN: Okay. During COVID Rocket Transportation continued operating. The Dungeness 4 Q So if you have no reservations for that stop, 4 5 you do -- you have to stop there anyway and sit there 5 Line had shut down. Kitsap Airporter had shut down, 6 for, I don't know, a minute and see if anybody walks 6 and we continued operating. And with Bremerton-Kitsap 7 7 permission, specific permission, we were allowed to 8 A No. That's not true. It's by reservation 8 pick up in the Kitsap area, anywhere in the Kitsap 9 only. So if we have a reservation at the Keyport 9 area, to meet the needs of the passengers traveling 10 during lockdown until such time that Bremerton-Kitsap 10 stop, we go there. If we don't have a reservation, we 11 don't go there. 11 came back on line. 12 Q Okay. That is a flag stop. 12 And that was a very collaborative experience. 13 13 Were you aware that after Bangor stopped being It was not stressful. It was not hostile. It was a stop -- I don't know how you say that. Bangor 14 purely collaborative, and so I would be really curious 14 ceased operating with you that they called us to serve 15 15 now as to why can we not continue this collaborative 16 that area, to serve the base at Bangor? 16 relationship. If they don't see the need and we have 17 ATTY. FASSBURG: Objection. Your 17 the ability, it's not a big deal for us. It's such a 18 Honor, this is not relevant to the inquiry today. 18 low need that it's not going to touch their stuff very This is not a current service that's being provided, 19 much. Why continue? Let's collaborate and make this 19 20 20 and it's not an issue within the scope of the work and serve the customers. 21 21 application. It's not about money. It's not about arguing 22 22 JUDGE PEARSON: Okay. over passengers. I think the people who are 23 23 MS. ROMAN: I withdraw. It was a mere complaining to us aren't the people who are already 24 24 taking Kitsap Airporter. And so I guess I just see it curiosity. 25 25 as a total collaborative experience for everybody. It JUDGE PEARSON: Okay.

developing business.

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doesn't hurt them. It doesn't really have much of an effect on us but really serves the customers, which is, I think, the goal of providing service. Thank you.

JUDGE PEARSON: Thank you, Ms. Roman. Mr. Fassburg, did you have a closing statement you would like to make?

ATTY. FASSBURG: I do. Thank you, Your Honor.

And I will probably keep this brief, but it may require a little bit of delving into rules to tie up what I said in the beginning. And I know, Your Honor, you're very familiar with these rules. I just want to make clear. The application, as I indicated in my opening statement, describes itself as door-to-door.

But the definition of door-to-door in WAC 480-30-036 is an auto transportation company service provided between a location identified by the passenger and a point specifically named by the company in its filed tariff and time schedule.

The application does not describe a territory in which a passenger can name its point. Scheduled service in that same rule is defined as an auto transportation company providing passenger service at

5B, the applicant must demonstrate financial fitness -- financial ability to provide the proposed service. Financial ability means that the applicant has sufficient financing or assets to begin operations and continue them for a reasonable period while

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Ordinarily, an applicant is required to submit a complete application. The applicant has admitted she did not because she didn't feel like she needed to. That does not meet Commission requirements to establish financial fitness. The burden of proof of financial fitness, while not being something that the objecting party is permitted to delve into completely, we can still object that they failed to meet their burden of proof. And in this case it was unequivocal that the applicant has not demonstrated that they are financially fit to provide the proposed service in this hearing docket.

Finally, the Commission's same service and satisfactory service standards consider whether or not the service provided reasonably serves the market, whether the population density warrants additional facilities or transportation and the topography, character, and condition of the territory served.

The application testimony today or the

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specified arrival under departure times at points on a route. This is the definition that better fits the service for which Rocket Transportation has applied.

The service will provide service from two stops. There are a certain number of limited routes per day that they run based on the vehicle and number of runs that they provide. Although they may not specify a specific time at which they will depart or arrive at these points, this describes a scheduled service.

As you, Your Honor, are very well aware, the Commission ruled in 2017 in the consolidated dockets TC-143691 and 160516 and 161257 in the case involving Shuttle Express and SpeediShuttle that combining scheduled and door-to-door services is inconsistent with Commission rules and is not permitted.

For persons who book door-to-door service and scheduled service should have an expectation that the vehicles on which they are transported provide service only as described. This application, if granted, would itself commit that same very violation that the Commission found to be problematic in that final order.

Additionally, the Commission's rules for applications set forth in 480-31-26 require, in part,

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testimony from the applicant testimony today demonstrated that there might be a very minimal need for additional service in the sense that there are a handful of passengers who have said they don't like having to drive as far as they have to, to take a scheduled service.

Mr. Asche, however, testified that he has heard from one person in the last three months that they would have preferred there be different service. When you provide scheduled service, it is not about convenience strictly speaking. Whether or not customers are reasonably served is a number of factors. If the customer wants purely convenience, then they should seek door-to-door or an alternative provider if they don't have a door-to-door provider in their area.

Northern Kitsap County is very sparsely populated, and it does not justify a scheduled service of the nature that Bremerton-Kitsap Airporter provides due to the number of stops in order to keep the price low. I don't know that we talked about it with Mr. Asche, but it is in our exhibits. The rate that Mr. Asche or that Bremerton-Kitsap Airporter charges is well below the \$85 that is being proposed by the applicant.

Page 49 Page 51 1 Because of the convenience factors of having 1 can take 7 to 10 business days until we receive that. 2 2 so many runs per day that Bremerton-Kitsap Airporter Are the parties okay with that? 3 3 provides and having a lower price and having a variety ATTY. FASSBURG: Bremerton-Kitsap 4 of stops, all of which require the passenger to drive 4 Airporter will waive. 5 some distance in order to ride and find either a 5 MS. ROMAN: Rocket waives. 6 parking lot at which they can leave their vehicle 6 JUDGE PEARSON: Thank you so much. Is 7 overnight or getting a ride from someone else, these 7 there anything else that we need to address while 8 service factors are ones that do not require an 8 we're here today? 9 9 objecting party to provide service at every location a ATTY. FASSBURG: No. Thank you, Your 10 passenger may expect. 10 Honor. JUDGE PEARSON: All right. Thanks 11 As a result, what Bremerton-Kitsap Airporter 11 12 is providing already does reasonably serve the market. 12 again, and we are adjourned. 13 It is adequate, and there has been no record in this 13 (The proceedings concluded at proceeding of complaints other than as to a handful of 14 14 3:07 p.m.) 15 people that would have preferred a more convenient 15 16 16 location to them. 17 In toto, the applicant has failed to 17 18 demonstrate that Bremerton-Kitsap Airporter is not 18 19 providing service to the satisfaction of the 19 20 Commission. And while I skipped a step here, this 20 21 matters because they are the same service. While they 21 22 may not be proposing -- the applicant may not be 22 23 proposing to provide a stop in the identical location 23 as Bremerton-Kitsap Airporter, they're proposing to 24 24 25 provide airporter service to Sea-Tac Airport from a 25 Page 50 Page 52 1 CERTIFICATE 1 stop near Poulsbo. The location of that stop should 2 not matter as long as it reasonably meets the needs of 2 3 customers. And Bremerton-Kitsap Airporter's service 3 STATE OF WASHINGTON 4 does do that. Thank you. 4 COUNTY OF KING 5 JUDGE PEARSON: All right. Thank you. 5 6 I want to thank you all for coming here today. I 6 I, Nancy M. Kottenstette, a Certified 7 believe that concludes the brief adjudicative 7 Shorthand Reporter in and for the State of Washington, 8 proceeding. Unless there's anything further? 8 do hereby certify that the foregoing transcript of the 9 ATTY. FASSBURG: Not for 9 proceedings on May 17, 2023, is true and accurate to 10 Bremerton-Kitsap Transporter. 10 the best of my knowledge, skill, and ability. MS. ROMAN: I had one small thing I 11 11 I do further certify that I am a disinterested 12 wanted to add that I forgot. 12 person in this cause of action; that I am not a 13 JUDGE PEARSON: Okay. 14 MS. ROMAN: Mr. Asche mentioned that 13 relative of the attorneys for any of the parties. 15 all the stops were flag stops. If that's the case, if 14 IN WITNESS WHEREOF, I have hereunto set my 16 they created the stops and they didn't get 15 hand and seal this 2nd day of June, 2023 17 reservations, they would not have to go there. So 16 18 there would be nothing happening -- if what they're 17 19 saying is true, then they would never have to go there 18 20 if, in fact, nobody wanted to get picked up there 19 Nancy M. Kottenstette, RPR, CCR 3377 21 because of the flag stop situation. 20 22 JUDGE PEARSON: Okay. Thank you. All 21 23 right. So I'd like to ask the parties to waive the 22 24 requirement to issue an order within 10 days because I 23 25 like to have the transcript available to me, and that

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