

BEFORE THE WASHINGTON UTILITIES
AND TRANSPORTATION COMMISSION

In the Matter of the)
 Application of:)
)
 WASTE MANAGEMENT OF)
 WASHINGTON, INC. D/B/A WM)
 HEALTHCARE SOLUTIONS OF)
 WASHINGTON)
) Docket No. TG-120033
 For an Extension of)
 Certificate G-236 for a)
 Certificate of Public)
 Convenience and Necessity to)
 Operate Motor Vehicles in)
 Furnishing Solid Waste)
 Collection Service)
)

DEPOSITION UPON ORAL EXAMINATION
 OF
 MIKE PHILPOTT

Taken at 315 Fifth Avenue South
Seattle, Washington

DATE TAKEN: OCTOBER 22, 2012
REPORTED BY: SHERRILYN SMITH, CCR# 2097

1 SEATTLE, WASHINGTON; OCTOBER 22, 2012

2 9:30 A.M.

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5 MIKE PHILPOTT, witness herein, having been
6 first duly sworn on oath,
7 was examined and testified
8 as follows:

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10 E X A M I N A T I O N

11 BY MS. GOLDMAN:

12 Q Good morning, Mr. Philpott. As you know, my
13 name is Jessica Goldman and I represent Waste
14 Management. Have you had your deposition taken
15 before?

16 A I have.

17 Q How many times?

18 A Half a dozen.

19 Q Do you have any direct role with Stericycle's
20 customers or prospective customers?

21 A What do you mean by that?

22 Q In your job, do you have any direct role
23 dealing with or working with or addressing
24 Stericycle's clients or prospective clients or
25 customers?

1 A Not the customers directly, no.

2 Q Who at Stericycle has a direct role dealing
3 with Stericycle's customers or prospective customers?

4 A There would be various individuals. You know,
5 it depends on the size of the customer. We segregate
6 our customers by probably the same nomenclature that
7 Waste Management uses: Small quantity generators,
8 large quantity generators, we have medium quantity
9 generators. And it would depend on if the call was an
10 individual calling on somebody directly or if it was
11 made to a call center or to an office directly. It
12 could be a multitude of different people.

13 Q So I'm trying to understand the ways in which
14 a customer or prospective customer would interact with
15 Stericycle. One way is that somebody calls on them
16 directly, a Stericycle employee calls on them
17 directly; is that correct?

18 A Correct.

19 Q And that would not be you?

20 A That's correct.

21 Q And another way that a Stericycle customer or
22 prospective customer would interact with Stericycle
23 would be the customer to place a phone call to your
24 call center; is that correct?

25 A Yes.

1 containers.

2 Q About customers wanting a hinged lid
3 container?

4 A Correct.

5 Q And was there any other reason that you were
6 led to understand was driving Stericycle's testing or
7 piloting of this Rehrig tub?

8 A Well, obviously at that point in time Waste
9 Management was -- I believe the reason the question
10 was coming up is they were going around speaking to
11 existing customers about a hinged lid container. I'm
12 sure that had something to do with it as well.

13 Q So Waste Management was speaking to existing
14 Stericycle customers about a hinged lid; is that
15 right?

16 A Correct.

17 Q And so how did that play into the decision of
18 Stericycle to try the Rehrigs out?

19 A I'm not really sure. I'm not the one that
20 makes the final call on which containers to secure or
21 to not secure.

22 Q And who makes that decision?

23 A At that time it would have been Dan Ginetti,
24 who was the --

25 Q I'm sorry, who?

1 discussions with it, yes.

2 Q Were any of the discussions regarding adding
3 the Rehrig containers similar to the ones you have
4 just described you participating in, when it came to
5 adding the Biosystems or the -- or the change in the
6 incineration container?

7 MR. VAN KIRK: Objection to the form of
8 the question.

9 A Could you ask that question again?

10 Q Sure, that that was really long.

11 You have just described, for example, when
12 Stericycle made the decision to change the
13 incineration container, the analysis that you went
14 through. You looked at the description of the
15 services, because you wanted to make sure it was
16 accurate, and you looked at the pricing to make sure
17 that it compared appropriately to the existing tariff.
18 Did you do either of those two things in preparing --
19 in Stericycle's preparing for the filing of its tariff
20 for Rehrig, the addition of the Rehrig containers?

21 A I was involved in placing it on the tariff,
22 the discussions. I would be the person that would be
23 interfacing with Steve Johnson in regards to this,
24 because he prepares the tariff filings that go to the
25 UTC. Who did the rates or the comparable price per

1 gallon breakdown on that, I'm not exactly positive.

2 Q But it wasn't you, correct?

3 A Correct.

4 Q And who were the options of who could have
5 done that rates per gallon comparison to the existing
6 tariff?

7 A I have no -- I couldn't answer that. I don't
8 know.

9 Q You don't even have a guess as to who at
10 Stericycle would be responsible for that task if it
11 weren't you in 2011?

12 A I don't know who did it, no.

13 Q Do you know if anyone did it?

14 MR. VAN KIRK: Objection. Asked and
15 answered.

16 A I don't know.

17 Q Did you ever participate in any communications
18 of any sort where the issue was comparing the proposed
19 rates for the new Rehrig containers with the existing
20 Stericycle tariff rates?

21 A I was, to the best of my knowledge, involved
22 in some conference calls in regards to pricing the new
23 container. Who priced it, I don't know.

24 Q How many conference calls were you involved in
25 regarding pricing the Rehrig containers?

C E R T I F I C A T E

STATE OF WASHINGTON

COUNTY OF KING

I, Sherrilyn Smith, a Certified Shorthand Reporter in and for the State of Washington, do hereby certify that the foregoing transcript of the deposition of MIKE PHILPOTT, having been duly sworn on OCTOBER 22, 2012 is true and accurate to the best of my knowledge, skill and ability.

Sherrilyn Smith 

SHERRILYN SMITH