

transportation. What better way to show it than out of the mouth of the enemy?

MR. HUT: So fact-dependent, Your Honor, just one set of --

JUDGE NELSON: I'm granting 41. The question is when and how and whether we narrow it. Can we do anything about it? You're certainly entitled to it, Mr. Livingston. Again we have the problem of every trackage rights agreement.

MR. LIVINGSTON: Of course, we have another request for the agreements themselves.

JUDGE NELSON: Mr. Norton, you're fairly knowledgeable in the railroad business, aren't you? Do you have any feel for whether particular trackage rights agreements can be located that can narrow the focus of this?

> MR. NORTON: I can speak in the abstract. JUDGE NELSON: In the abstract.

MR. NORTON: The request is focused on instructions, guidelines, and policies, rather than agreements themselves. So I don't think it presents quite the problem that a large number of agreements

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would. And there may be provisions in particular agreements that would be relevant here, but that's not what this is looking for.

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MR. LIVINGSTON: Again, Your Honor, I would say that they should make a good faith response. Now, we don't know how they operate their railroad.

JUDGE NELSON: I'm going to grant 41 as cr March 12th.

MR. HUT: Again subject to objections, Your Honor?

JUDGE NELSON: Of course. You always have objections. There again the only one that seems to make any sense to me is burden. I see relevance. I don't see privilege.

MR. HUT: And it may go back on relevance, but I at least reserve that right.

JUDGE NELSON: The issue is not trackage rights work.

MR. HUT: But the question of how they work elsewhere is so fact-dependent that it's just no

JUDGE NELSON: Does Conrail take a

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position in this case about the meaningfulness of the trackage rights agreements with BN-Santa Fe?

MR. HUT: With the BN-Santa Fe.

JUDGE NELSON: Yes.

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MR. HUT: They are so fact-dependent they happen to have to do with whether they given the structure of the roots, given the infrastructure available will provide --

JUDGE NELSON: Well, that may be. And it may be up to the applicants to try to find one that makes an analogy. That's their job, not yours. And my leaning is that in the end you're going to have to turn over 41. So you might as well start the task. MR. HUT: Okay, Your Honor.

JUDGE NELSON: Get the wheels going on it. All right. Forty-two, same kind of thing. Let's hear what your response is on March 12th. This goes to how you deal with the trackage rights.

Forty-three is Phase 2. What's SSW? MR. LIVINGSTON: It's St. Louis South Western. It's a railroad, a part of the SP system sometimes called the Cotton Belt Railroad. It's the

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1	part of the SP that runs generally from El Paso
2	eastward through Texas and up to St. Louis.
3	JUDGE NELSON: Phase 2.
4	MR. LIVINGSTON: It is the part that
5	Conrail has talked about buying.
6	JUDGE NELSON: Phase 2. We'll see what
7	they say in their statement.
8	Number 45.
9	MR. HUT: This is beyond question
10	irrelevant, Your Honor. I have no idea what
11	JUDGE NELSON: What does this go to?
12	MR. LIVINGSTON: This goes to the quest. on
13	of if they make a purchase, whether they, in fact, can
14	operate this Cotton Belt line.
15	JUDGE NELSON: Phase 2. Forty-six I guess
16	we should look at in the context of whatever their
17	position is. That seems to me Phase 2 material if
18	that. Forty-seven the same thing.
19	Forty-eight. I don't know what 48 means.
20	Can you help me with that? "Closures of or surcharges
21	on interline routes by Conrail." What is it? And
22	what's it got to do with the case?
	and bit got to do with the case?
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MR. ROSENTHAL: That has to do with how Conrail could work with other railroads if they get the rights that they may be seeking.

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JUDGE NELSON: Phase 2. Phase 2 and with the qualification as pertaining to the position you take in the filing on March 29.

I don't know enough about 49, but I'll bet if I ask, the answer is the same that that may pertain to some position they're going to take. So that's Phase 2.

Similarly, Number 50 is Phase 2. Number 51 is Phase 2. Number 52 is for Phase 2. All of these will be reviewed in a context of Conrail's position as filed on April 29th.

Fifty-three.

MR. McBRIDE: I think you meant March 29, Your Honor.

JUDGE NELSON: March 29 is correct. Item 53 by its very terms looks to be Phase 2. And I so rule. Fifty-four. What is the presentation in Marmaduke, Arkansas January 17th, 1996? What are you seeking there? What do we know about that here?

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MR. LIVINGSTON: I think it was a presentation to shippers. Mr. Hut presumably knows more.

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MR. HUT: Mr. Hut has never heard of Marmaduke, Arkansas.

JUDGE NELSON: You don't know what you're missing, then.

MR. LIVINGSTON: They've had this request for some time.

MR. HUT: I've read it in your papers, but I've never heard it spoken before now.

JUDGE NELSON: We granted before, didn't we, materials that they may have used to try to solicit shippers? Is that Phase 1 or Phase 2? One? Okay. This is Phase 1 material. This seems to be readily discoverable without much great effort. And you'll produce this one on March 12th.

Number 55.

MR. HUT: If again we place that in issue in our papers, that seems to me we will provide work papers that support those claims if we make the material on Apr.l 1 in our depository. And I would

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suggest that's the way to handle that.

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JUDGE NELSON: Well, does your position involve something going in or out of Marmaduke, Arkansas?

MR. HUT: That's 55.

JUDGE NELSON: Oh, we're on 55? MR. HUT: Yes.

MR. LIVINGSTON: Fairly narrow request.
JUDGE NELSON: Yes, that's just back up
these assertions. So that seems to me easy.

MR. HUT: Well, but the assertions may not be germane to our filing was my only observation.

JUDGE NELSON: So what? They' entitled to show the Board that you go around the country making statements about them which you cannot back up if that's what the discovery produces. That's fair. I'm granting 55.

MR. LIVINGSTON: March 12th.

JUDGE NELSON: And that seems easy to me. Yes, March 12th.

Number 56.

MR. HUT: That's that same thing.

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JUDGE NELSON: We had Hagen before. MR. HUT: You ruled it Phase 2.

JUDGE NELSON: Phase 2. And that concludes it.

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So next we have to work out what the dates are in Phase 2. How were those dates that I suggested?

MR. HUT: It works fine for us, Your Honor.

JUDGE NELSON: Well, it's the applicants that have to field a squeeze. I can't do any more for you than the Commission's order lets me do. Do you have any suggestion as to how to make this better from your point of view?

MR. LIVINGSTON: What are the dates, April 3?

JUDGE NELSON: I had an April 3 for the redrawn interrogatories. And I do want to urge you to focus them. There's two kinds of focusing you can do. One is on the position they take. And two is in general terms.

Some of this stuff is very broad. What I

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think is that you're asking sometimes for something that you suspect you know what it is, but you're afraid to make a narrower request for fear of narrowing yourself out of it. I've been in a position of litigation. But the more narrow you can describe it, the better.

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So my date would be April 3rd. That was to give you -- in your hypothetical in your letter, you had yourself starting up on April 1. I thought you need a little more time than that to review the filings of March 29.

So that's why I suggested April 3rd. If you want to do it sooner, I'll make the production be sooner. And then you'll have the materials a day or so earlier.

Give me a date that you want to file interrogatories.

MR. LIVINGSTON: Why don't we suggest it in this phase? I have no idea what we're going to get on the 29th. I assume we will get a lot of paper 'f that': the due date. We don't their responses be due five days after we serve.

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JUDGE NELSON: Whenever that may be.

MR. LIVINGSTON: We could do it on April 3rd and they'll be due on April 8th. If we can uo it on April 1st, they would have five days.

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JUDGE NELSON: Let's give them five working days.

MR. LIVINGSTON: Well, now you're talking -- well, the difficulty, Your Honor, and the reason we oppose this Phase 2 or one of the reasons is that what's going to happen here is we're going to submit reformulated requests. We're not going to get any --JUDGE NELSON: Well, you don't have to. You can stick by your guns on some of them if you want.

MR. LIVINGSTON: Indeed we will. JUDGE NELSON: Then we'll spend time like we're doing today, and we'll come out with something. MR. LIVINGSTON: We'll serve them. Seven days later we won't get documents. We'll get objections. We won't get file searcnes. We'll get nothing. We'll be in here two days later saying. "Judge, this is no good."

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JUDGE NELSON: "We got nothing." MR. LIVINGSTON: "We got nothing." JUDGE NELSON: How do we stake that out? MR. LIVINGSTON: And then you're going to say, "This is no good."

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JUDGE NELSON: Give me a suggestion. MR. LIVINGSTON: But then they're going to say after you order them they'll search the files. But then they'r∈ going to say, "We need a week to do that." And by then time's up. Clock rings.

Our evidence is due on April 29th. This schedule is such that we can't --

JUDGE NALCON: If you're arguing for the original position that everything should be done now by March 12th, I'm not going to grant that. So let's save our time.

MR. LIVINGSTON: Okay. I just want to make sure I've made my record on that issue.

JUDGE NELSON: Perfectly clear. Your letters to me are clear. The problem is caused by the Commission, not you, not me, nobody here. It's the Commission that set this case into a box. And I just

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want to try to do what we can within that time frame.

MR. LIVINGSTON: One suggestion I have is this, and that is that they should begin now collecting the documents. Mr. Hut knew the answers to almost none of the questions. How many trackage rights agreements do you have? Where are they?

JUDGE NELSON: Give me some suggestions with reference to dates, --

MR. LIVINGSTON: They should now --JUDGE NELSON: -- actual dates that you want things done. And I'm open to suggestions.

MR. LIVINGSTON: How about that they provide us a statement with respect to all of these Phase 2 and April 1 materials, a description of what they are going to produce?

They don't have to produce it. They don't have to actually give us the documents. They don't have to give us the trackage rights agreements, but they tell us now or very soon on the one, the request for trackage rights agreements, "We're going to give you those on April 10th," or whatever the day is, "five days after you serve the reformulated letter."

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1	JUDGE NELSON: This seems to me another
2	round of nothing.
3	MR. LIVINGSTON: That way we will know,
4	Your Honor, if what we're going to get on April 10th
5	is a stiff arm.
6	JUDGE NELSON: The ones that I
7	MR. LIVINGSTON: If that's what we're
8	going to get, we need to know that now.
9	JUDGE NELSON: The ones that I put for
10	Phase 2 seem to me to lend themselves to analysis in
11	light of whatever Conrail's filing is. We're not
12	going to know that until the 29th.
13	I mean, if they come in then and there's
14	some hardball refusal to give you any documents, I'm
15	going to order you to give them the documents that
16	pertain to their position.
17	MR. LIVINGSTON: But it will be too late.
18	JUDGE NELSON: We're seeing that already.
19	MR. LIVINGSTON: It will be too late. The
20	game will be over.
21	JUDGE NELSON: Give me some dates that
22	will move it up.
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MR. LIVINGSTON: The only way to move this up is to find out now --

JUDGE NELSON: Would you be ready to file your -- we're not going to find anything now. I've considered that. I've rejected it. I've read your letters. I've heard your argument. I feel we're in a bind put by the Commission here, and I'm trying to do the best we can without it.

MR. LIVINGSTON: Well, then another possibility would be this, Your Honor, that if --

JUDGE NELSON: When I was a young man at Fort Benning, Georgia, there were times when the commander would say, "Lieutenant, stop fighting the problem." Mr. Livingston, that's where we are now. My suggestion is not to fight the problem. Let's try to solve it. And I'm looking for some creative solutions that help.

Could you be ready to go and get your interrogatories out by April 1? It gives you only a weekend to read the filings. I thought that was too short.

MR. LIVINGSTON: I don't know. I hope we

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2055 could do it as early as possible. That's why I 1 suggested whenever we get it in, they respond in five 2 days. 3 JUDGE NELSON: You would have a motivation 4 to do it as soon as possible so you get this response 5 6 in five. 7 MR. LIVINGSTON: That's correct. 8 JUDGE NELSON: Okay. Why don't we do 9 that, then? MR. LIVINGSTON: Well, I think we've done 10 that to say we'll do it as soon as we can and whenever 11 12 we get it done, they've got five days. JUDGE NELSON: Let's make it five calendar 13 days, then, instead of working days. 14 MR. LIVINGSTON: Can we have a rule on the 15 following lines, Your Honor, that if they're going to 16 object on relevance, they collect the documents so 17 that if Your Honor rules, "Get out of here on 18 relevance, " rejects the relevance objection, --19 20 JUDGE NELSON: Let's go --MR. LIVINGSTON: -- the documents are in 21 22 this room ready to be produced? NEAL R. GROSS COURT REPORTERS AND TRANSCRIBERS 1323 RHODE ISLAND AVENUE, N.W. (202) 234-WASHINGTON, D.C. 20005 (202) 234-4433 JUDGE NELSON: Let's go one step at a time. The first step will be that the reformed interrogatories -- I hope they'll be reformed -- will be served whenever the railroad feels like serving them. Service shall mean in-hand delivery to counsel prior to 5:00 p.m. on the day in question.

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Five calendar days thereafter the Conrail Company will respond. And now your suggestion was what in terms of the response?

MR. LIVINGSTON: When they respond, if they assert a privilege objection or a relevance objection, either one, that they have the documents collected, they don't wait. We may challenge those rules. So that if Your Honor rules on April --

JUDGE NELSON: We'll have the documents here to look at, in other words?

MR. LIVINGSTON: We have the privilege and the relevance objection documents collected and in this room so that they can be turned over the instant Your Honor --

JUDGE NELSON: Sounds good to me. That won't work for the burden objections, which by their

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very nature will not have produced documents.

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MR. LIVINGSTON: And as to that, they should not be permitted to say "Burdensome" and produce nothing. They should be required --

JUDGE NELSON: I think I've suggested that already that there's got to be some detailed showing as to what's involved, what files, where, how many people, precisely what the burden is.

MR. LIVINGSTON: And they've got to produce everything they can get their hands on that is reasonable within what's been requested. If it's --

JUDGE NELSON: Now let's take a date when we're going to come in here with the material should in camera inspection be necessary and so forth. How about April 12th as the outside date for all of this? Do you want it sooner? You want April 11th?

MR. LIVINGSTON: Does Your Honor have a calendar? I don't.

JUDGE NELSON: I do.

MR. LIVINGSTON: I just wanted to know what the day of the week all --

JUDGE NELSON: Monday is the 8th.

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	1	MR. LIVINGSTON: What's the 29th?
	2	JUDGE NELSON: Twenty-ninth of March is a
	3	Friday. Twenty-ninth of April is a Monday. So you
	4	have that final weekend to prepare your papers.
	5	MR. LIVINGSTON: Monday after the 29th is
	6	what?
	7	JUDGE NELSON: IS May
	8	MR. LIVINGSTON: Or is April?
	9	MR. HUT: April 1.
	10	MR. LIVINGSTON: No, no. The week after
<u> </u>	11	would be April 8th?
0	12	MR. HUT: April 8th.
	13	MR. LIVINGSTON: Is a Monday?
	14	MR. HUT: Is a Monday.
	15	MR. LIVINGSTON: Well, we'd certainly want
	16	no later than the 12th, Friday.
	17	JUDGE NELSON: That's what I'm thinking.
	18	At the outside it should be Friday.
	19	MR. LIVINGSTON: And they should be here
	20	with the documents.
	21	JUDGE NELSON: Yes.
~	22	MR. LIVINGSTON: In this room.
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JUDGE NELSON: Or a demonstration as to why they can't.

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MR. HUT: Subject to burdensome objections.

JUDGE NELSON: Yes, a detailed description of the alleged burden.

MR. LIVINGSTON: But, Your Honor, even when they're going to object to burden, if they say, "You're asking us to go everywhere," they should be required to follow the principles that have been set down in this case.

For instance, we objected on burden. And we said, "We're only going to search the vice presidents and above, the marketing department." That's the kind of principle they should be following. JUDGE NELSON: Well, if they are smart enough to come in with constructive suggestions like that, they might find a willing buyer right here. If they want to come in and say, "There's a burden, and we've got nothing," if they come in and say, "This is very burdensome, but here's what we've done and here's what we've got, here's what we've turned over,"

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they're in a much better posture.

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MR. HUT: Your Honor?

JUDGE NELSON: But they know that. They're sophisticated litigators, --

> MR. LIVINGSTON: The risk we're running --JUDGE NELSON: -- as you are.

MR. LIVINGSTON: The risk we run is if they take the burdensome approach, we'll never get the documents in time. Indeed even on April 12th, we're talking about filing our applicants two weeks later.

MR. HUT: Mr. Livingston has assumed throughout this that we're going to stiff arm them, we're not going to negotiate in good faith. I think we need to build in some time, frankly, Your Honor, for some sort of meet and confer process. That's standard. And we are happy to sit down and try to work out all differences with them.

I would also respectfully request, Your Honor, that if five business days doesn't work, that we split the difference and do six calendar days because five calendar days is really awfully short. JUDGE NELSON: All right. Six calendar

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days. So six calendar days after you receive these requests, you'll respond to them.

MR. LIVINGSTON: Six calendar days?

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JUDGE NELSON: Calendar days. Then on April the 12th, on April the 12th, everyone comes in here. And you have ready for in camera inspection such documents that you've got that you don't want to produce.

And you're further instructed that when you make your response six calendar days after the applicant serves the requests, if those responses invoke alleged burdens, the burdens must be detailed as to time, money, physical limitations, geography, or any other factors making the alleged burden.

You are encouraged while asserting such burdens to make meaningful production of such documents in such efficient way as you can get hold of them by yourself narrowing them or putting them in groups or suggesting a way to do it.

> MR. HUT: We expect to try to do that. JUDGE NELSON: Any other questions? MR. HUT: Only one question. And that is:

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Do you want to build in at least some opportunity for a meet and confer so that the applicants and we can attempt to resolve --

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JUDGE NELSON: I assume that all along that will be going on. Do you want me to mandate a --MR. HUT: I wouldn't if, for example, they served us on the 4th or the 5th and 5 calendar days later on the 11th we responded. It doesn't build in very much time for sitting --

JUDGE NELSON: Well, that's their choice. If they want to force the case into that mold, then they can do it by virtue of the machinery. The timing will be in their --

MR. LIVINGSTON: I would also say, Your Honor, that we are prepared to discuss things now. We don't need to wait to meat and confer. They've got our discovery.

JUDGE NELSON: That's fine. MR. LIVINGSTON: They've got the Phase 2. If they want to call us up tomorrow and say --JUDGE NELSON: You have some idea of what's going on and --

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MR. LIVINGSTON: And they can start these searches now. We can work these things out now. We're on board for doing that.

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JUDGE NELSON: You all should know from dealing with me that when I start to hear compromises and solutions like that I tend to adopt them. I'm not an all or nothing person.

MR. McBRIDE: I've got to --

JUDGE NELSON: So I want to encourage it. MR. McBRIDE: -- tonight, but if Your Honor would give me two minutes whenever it's appropriate.

JUDGE NELSON: With what issue?

MR. McBRIDE: I offered to answer some questions and some requests. I'm in a different category. I'd like to be heard if they're agreeable so I don't have to come back Monday.

JUDGE NELSON: If I've made these rulings with regard to the Conrail people, everyone else should be guided by these rulings. And so should the applicant.

It makes no sense for them to insist on

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some other party to answer the substantially similar question that I've already ruled would be in Phase 2, for example, for Conrail, to turn arcund and ask somebody else's client to answer that very same question on March 12th. I'm suggesting don't do that.

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Work out solutions to all of your other problems that are congruent with the rulings I've made today. If you then need to see me on Monday, I'll be around. And you just call up, and we'll have to make arrangements how to get the reporter here and so forth.

MR. LIVINGSTON: At the moment --JUDGE NELSON: Why is that so difficult? MR. LIVINGSTON: Nothing is scheduled for Monday at the moment. So I don't --

JUDGE NELSON: That's fine.

MR. LIVINGSTON: -- think anybody will be here at 9:00. And I'd be happy to work with WSC on their issues. This First Amendment issue has yet to be resolved.

JUDGE NELSON: Monday I'm going to put down UP-SP. And I'm available to be on call. The

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and the second sec	
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1	only problem we'll have is how to get the reporter.
2	I don't know how the service works.
3	MR. LIVINGSTON: Your Honor, have you
4	deferred
5	JUDGE NELSON: Off the record for a
6	moment.
7	(Whereupon, the foregoing matter went off
8	the record at 5:58 p.m. and went back on
9	the record at 5:59 p.m.)
10	JUDGE NELSON: You've insisted on
11	production according to the original schedule.
12	MR. LIVINGSTON: That's correct.
13	JUDGE NELSON: You've been denied due
14	process of law, every other right guaranteed by the
15	U.S. Constitution, the Interstate Commerce Act, and
16	any other holy writ. And the record will show that
17	you've made each and every one of those claims.
. 18	And I encourage you, as I have throughout
19	the case, if someone would get us some guidance from
20	the Surface Transportation Board, we'd be delighted to
21	follow it.
22	MR. STEEL: Your Honor, one
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1	JUDGE NELSON: If the Board would loosen
2	the schedule as long as we're on the record, it would
3	make this difficult discovery go a little better.
4	MR. STEEL: One clarification. The Phase
2	2 dates, does that apply to the six calendar days that
	would apply to discovery that, for instance, my
	client, Burlington Northern-Santa Fe, would ask of
	other people as well? Is that correct?
:	JUDGE NELSON: I don't understand the
1(question.
1:	MR. STEEL: If after the March 29th
1:	filings, my clients, Burlington Northern and Santa Fe,
1:	
14	JUDGE NELSON: Yes, sir.
1!	MR. STEEL: should serve discovery
10	JUDGE NELSON: Yes.
1	MR. STEEL: on some of these other
1	people, will we have the same six-day response time?
1	That will apply to all discovery dates?
2	JUDGE NELSON: I don't know. I'm not
2	going to rule on some discovery I haven't even seen.
2:	I don't know what you have in mind,
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1	MR. STEEL: I don't know.
2	JUDGE NELSON: what the positions are.
3	MR. STEEL: It depends on what they say.
4	And we may have discovery
5	JUDGE NELSON: My ruling is I'm sorry, I
6	can't give you an advisory opinion.
7	Anything else?
8	MR. HUT: Thank you, Your Honor, for
9	coming on such short notice.
10	JUDGE NELSON: I will be around Monday.
11	I don't know how we'll work this out mechanically, but
12	if you need me Monday, we'll try to do something.
13	(Whereupon, the foregoing matter was
14	concluded at 6:00 p.m.)
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CERTIFICATE

This is to certify that the foregoing transcript in

the matter of: Discovery Conference: Union Pacific Corporation, et al. -Control and Merger-Southern Pacific Rail Corporation, et al.

Before:

Surface Transportation Board Finance Docket No. 32760

Date:

March 8, 1996

Place:

Washington, DC

represents the full and complete proceedings of the aforementioned matter, as reported and reduced to typewriting.

Nahe Rulf