IN THE UNITED STATES DISTRICT COURT FOR THE WESTERN DISTRICT OF WASHINGTON AT TACOMA

CAROLYN ANDERSON,

Plaintiff,

NO. C11-00902 RBL

v.

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DOMINO'S PIZZA INC., DOMINO'S PIZZA, LLC, FOUR OUR FAMILIES, INC., and CALL-EM-ALL, INC.,

Defendants.

JOINT DECLARATION OF ROB WILLIAMSON AND KIM WILLIAMS IN SUPPORT OF PLAINTIFF'S MOTION FOR CERTIFICATION OF CLASS

NOTED ON MOTION CALENDAR: JANUARY 13, 2012

Rob Williamson and Kim Williamson hereby declare as follows:

- 1. We are the attorneys for Plaintiff Carolyn Anderson.
- 2. Attached hereto as Exhibit 1 is the Answer of Defendant Four Our Families, Inc.'s ("FOFI") to No. 2 of Plaintiff's First Interrogatories and Requests for Production.
- 3. Attached hereto as Exhibit 2 is FOFI's Answer to Interrogatory No. 24 of Plaintiff's Second Interrogatories and Requests for Production.
- 4. Attached hereto as Exhibit 3 is page 8 of Domino's 10-K filed with the Securities and Exchange Commission, effective January 2, 2011.

JOINT DECLARATION OF ROB WILLIAMSON AND KIM WILLIAMS IN SUPPORT OF PLAINTIFF'S MOTION FOR CERTIFICATION OF CLASS - 1 (Case No. 2:09-cv-00491-RSL)



17253 AGATE STREET NE BAINBRIDGE ISLAND, WA 98110 (206) 780-4447 (206) 780-5557 (FAX) www.williomsłow.com

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- 5. Attached hereto as Exhibit 4 are Call-Em-All-documents CAE12120-3 produced in response to Plaintiff's First Interrogatories and Requests for Production.
- 6. Attached hereto as Exhibit 5 are excerpts from the deposition of Michael Brown, the owner of FOFI.
- 7. Attached hereto as Exhibit 6 are excerpts from the deposition of Scott Senne, an employee of Domino's.
- 8. Attached hereto as Exhibit 7 is FOFI's Answer to Interrogatory No. 4 of Plaintiff's Second Interrogatories and Requests for Production.wq
- 9. Attached hereto as Exhibit 8 is the Response of Domino's to Plaintiff's Request for Production No. 17.
 - 10. Attached hereto as Exhibit 9 is FOFI's Answer to Interrogatory No. 17.
- 11. The script referenced in Plaintiff's Motion (p.2) was provided informally by FOFI's counsel on a disk and has been transcribed by our office.
- originally in Seattle, Washington, moving to Bainbridge Island in 2008. Partners Rob Williamson & Kim Williams have practiced law in the civil litigation arena in the State of Washington for 29 years and 32 years respectively. Our practice has involved representing individuals in personal injury matters, including maritime and railroad injury cases, as well as product liability, employment and real estate matters. We have also represented individuals in matters assigned to the Multi-District Litigation process in the Latex Glove litigation in which our firm was lead counsel in Washington State, and the Vioxx litigation. We have represented over 150 workers in the engine department of the Washington State Ferries for hearing loss.
- 12. In the last several years, our practice has focused on complex civil and commercial class action litigation with an emphasis on consumer protection, primarily JOINT DECLARATION OF ROB



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involving claims against banks and loan servicers for fees charged when consumers pay off
their home loans, and actions under the Telephone Consumer Protection Act and its
Washington State equivalent, involving junk faxing, robo-calling and solicitation text messages
and actions for unpaid overtime. We have extensive experience in class and collective actions,
and other complex matters. We have been appointed lead or co-lead class counsel in numerous
cases at both the state and federal level.

- 13. Ms. Williams received her B.A. from Whitman College and her J.D. from the Williamste University School of Law. Mr. Williamson received his B.A. from Princeton University and his J.D. from the Harvard Law School.
- 14. Williams on and Williams is currently litigating or has recently settled the following consumer protection class actions, among others:
 - Hicks v. Citigroup, filed in 2011 on behalf of consumers who receive voluminous numbers of automated, pre-recorded collection phone calls on their personal cell phones in violation of the TCPA, the Fair Debt Collection Practices Act (FDCPA) and state law.
 - Kwan, Reasonover and Brown v. Clearwire, filed in 2009 on behalf of consumers who receive voluminous numbers of automated, prerecorded collection phone calls on their personal cell phones in violation of the TCPA, the Fair Debt Collection Practices Act (FDCPA) and state law.
 - Maclean v. Intuit, filed in 2009 on behalf of consumers who received voluminous numbers of automated, pre-recorded solicitation phone calls in violation of the TCPA and state law.
 - Chesbro v. Best Buy, filed in 2010 on behalf of consumers who received voluminous numbers of automated, pre-recorded solicitation phone calls in violation of the TCPA and state and federal law.
 - Clark and Assing v. Payless Shoe Source, filed in 2009 on behalf of consumers who received voluminous numbers of automated, prerecorded solicitation phone calls in violation of state and federal law.
 - Hovila v. Tween Brands, Inc., filed in 2009 on behalf of consumers who
 received voluminous numbers of automated, pre-recorded solicitation
 phone calls in violation of state and federal law.



•	Cubbage v. Talbots, Inc. filed in 2009 on behalf of consumers who
	received voluminous numbers of automated, pre-recorded solicitation
	phone calls in violation of state and federal law.

- Palmer v. Sprint filed in 2009 on behalf of consumers who received voluminous numbers of automated, pre-recorded solicitation phone calls to their cellular and residential telephones in violation of the TCPA and state law.
- Meilleur v. AT&T filed in 2011 on behalf of consumers who received automated, pre-recorded phone calls made for purposes of commercial solicitation in violation of the TCPA and state and federal law.
- Baron & Hovila v. Direct Capital filed in 2009 on behalf of consumers who received voluminous numbers of automated, pre-recorded solicitation phone calls in violation of state and federal law.
- Hartman v. Capital for Merchants filed in 2009 on behalf of consumers who received voluminous numbers of automated, pre-recorded solicitation phone calls in violation of state and federal law.
- Maclean v. Stellar Concepts filed in 2009 on behalf of consumers who
 received voluminous numbers of automated, pre-recorded solicitation
 phone calls in violation of state and federal law.
- Gardner v. Capital Advance Solutions filed in 2009 on behalf of consumers who received voluminous numbers of automated, prerecorded solicitation phone calls in violation of state and federal law.
- Hartman & Hodgins v . United Bank Card filed in 2010 on behalf of consumers who received voluminous numbers of automated, prerecorded solicitation phone calls in violation of state and federal law.
- Gardner v. US Merchant Systems filed in 2011 on behalf of consumers who received voluminous numbers of automated, pre-recorded solicitation phone calls in violation of state and federal law.
- Hardie v. Countrywide filed in 2008 on behalf of consumers who were charged illegal fees by their lender or servicer when they either sold or refinanced their homes.
- 15. In addition to our consumer protection class action practice, we have litigated the following wage and hour class actions:
 - MacKenzie et al. v. Preston Gates & Ellis filed in 2002



- Hill, et al. v. Aramark Uniform filed in 2001
- Lapping v. American Cabulance filed in 2007
- Pinget et al. v. Dreyers Grand Ice Cream filed in 2002

We declare under penalty of perjury of the laws of the State of Washington that the foregoing statements are true and correct.

Dated: December 22, 2011 on Bainbridge Island, Washington.

WILLIAMSON & WILLIAMS

s/RobWilliamson
Rob Williamson
s/Kim Williamson
Kim Williams
17253 Agate Street NE
Telephone: (206) 780-4447
Fax: (206) 780-5557
Email: roblin@williamslaw.com

Attorneys for Plaintiff and the Proposed Class



<u>INTERROGATORY NO. 2</u>: With respect to the calls: (a) identify the sources of the phone numbers to whom the calls were made, (b) describe the manner in which the list of phone numbers was compiled, and (c) identify the personnel who compiled the numbers.

ANSWER

All telephone numbers are obtained from our customers who call to order pizzas and who maintain a business relationship with their local Domino's Pizza Franchise. The numbers are compiled by all personnel of Four Our Families, Inc., who enter telephone numbers into our database.

INTERROGATORY NO. 3: With respect to the calls, please state: (a) the number placed (b) the person(s) and/or entities responsible for placing them, (c) the dates the calls were placed, (d) the identify of the person(s) and/or entities called (e) the number that were answered by a person (versus a voicemail or other answering system), and provide the identifies of those persons, (f) the identify (number/s) of all outgoing telephone lines (including the area code) which were used in transmitting the calls, and (g) the identity of the telephone companies, carriers, vendors, and/or agents which were used to place the calls.

ANSWER:

- a. Unknown as to the actual number of calls made by Call-em-all.com,
- b. Call-em-all.com was the entity with whom FOFI contracted to make call.
- c. The dates upon which calls were made is unknown by this defendant.
- d. The names of all the customers with whom a business relationship is maintained and to whom a call was placed is not precisely known.
- e. Unknown.
- f. To the extent this sub-question is understood, the numbers of the outgoing

INTERROGATORIES

INTERROGATORY NO. 24: Describe how you developed the databases of customer telephone numbers that were then used for the calls at issue in this case.

ANSWER:

In so far as "you" refers to Mr. Mike Brown as the representative of Four Our Families, Inc., Defendant answers as follows:

See Deposition Testimony, Brown 36-37, 62, 64.

Mr. Brown retrieved the customer telephone numbers to form the database from the computer operating system Dominos franchisees utilize. The operating system is called "Pulse". See Interrogatory No. 25 for more information regarding Pulse.

Mr. Brown received instructions from Call-Em-All that allowed him to retrieve customer telephone numbers from the computer operating system to form the database. He entered search criteria for customers that had ordered within a specific time frame. He selected search criteria of customers that had ordered within six months to one year.

Pulse only allowed selection of customers that previously ordered from the store in the preceding 12 months. Information is automatically defaulted to purge after one year, therefore, the database information was limited.

INTERROGATORY NO. 25: Describe the PULSE program and your use of it.

ANSWER:

Pulse is a computerized management information system designed to improve operating efficiencies, provide corporate management with timely access to financial and marketing data, and helps reduce administrative time and expense. PULSE is point-of-sale system, and is installed in each FOFI store. While Mr. Brown does not consider himself well versed in the technology of PULSE he has knowledge of the capabilities he utilizes for FOFI benefit. Some of PULSE's features include:

- · touch screen ordering, which improves accuracy and facilitates more efficient order taking;
- · a delivery driver routing system, which improves delivery efficiency;
- improved administrative and reporting capabilities, which enable store managers to better focus on store operations and customer satisfaction; and
- enhanced online ordering capability, including Pizza Tracker which was introduced in 2007.

Defendant FOFI's Answers to Plaintiff's Second Set of Interrogatories- 4 of 10 (11-00902)

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FAUBION, REEDER, FRALEY, & COOK, P.S. 5920 100th St. SW #25
Lakewood, WA 98499
(253) 581-0660

Domino's PULSETM point-of-sale system

Our computerized management information systems are designed to improve operating efficiencies, provide corporate management with timely access to financial and marketing data and reduce store and corporate administrative time and expense. We have installed Domino's PULSETM, our proprietary point-of-sale system, in every Company-owned store in the United States and in substantially all of our domestic franchise stores. Domino's PULSETM features include:

- touch screen ordering, which ensures accuracy and facilitates more efficient order taking;
- · a delivery driver routing system, which ensures delivery efficiency;
- administrative and reporting capabilities, which enable store managers to better focus on store operations and customer satisfaction; and
- state-of-the-art online ordering capability, including Pizza Tracker and Pizza Builder.

Management also believes that utilizing Domino's PULSETM throughout our domestic system, and a growing portion of our global system, provides us with competitive advantages over other point-of-sales systems, including:

- consistent execution and communication of operational best practices in our stores;
- real-time dissemination of data with field management, which enables efficient and informed decision making;
- data collection capability, which provides senior management insight into store operations;
- innovation sharing throughout the system, which allows all users to be more efficient and profitable; and
- electronic dissemination of materials and information to our stores, which reduces training and operating costs.

Since the rollout of Domino's PULSETM to our domestic stores, our online ordering transactions have grown. Currently, on average, nearly 25% of our domestic stores' sales originate online. In 2010, we made the strategic decision to develop our own online ordering platform and manage this important and growing area of our business internally. Recent industry data indicates that we have the largest share of online sales in the U.S. QSR pizza category. Additionally, we estimate that the Domino's Pizza system is one of the largest on-line retailers in the U.S. in terms of the number of transactions. We intend to continue to enhance and grow our online ordering capabilities.

We require our domestic franchisees to install and maintain Domino's PULSETM. Additionally, Domino's PULSETM has been installed in nearly 1,600 international franchise stores.

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- 1 that's kept, all the meeting minutes are kept and
- 2 everything, and then after the meeting's over, they'll
- e-mail them to us so we can keep them on record and allthat.
- Q. Okay. And about two years ago there was a shift
- 6 where more money went to national, but you all could still
 7 do it locally, and you all, at least in this area, have
- 8 decided to do that, is that correct?
- 9 A. Yes.
- Q. And the co-op, is it still called a co-op, or is
- 11 it now just an association of --
 - A. No, it's a co-op, yeah, Seattle DMA.
- Q. Seattle DMA, okay.
- And the Seattle DMA now interfaces with a
- 15 marketing representative that Domino's has appointed?
- 16 A. Yes.

- Q. Okay. And who is that marketing representative?
- 18 A. Natalie Hayden.
- 19 Q. And where is -- H-A-Y-D-E-N?
- A. Yeah, perfect.
- Q. And where does Ms. Hayden operate?
- A. She is out of Denver, Colorado.
- Q. Okay. To your knowledge, does she deal with
- 24 other similar co-ops in the west?
- 25 A. Yes.

Page 27

- Q. All right. And does your co-op have an annual
- 2 or other kind of meeting with her where a decision is made
- 3 about how to allocate advertising funds for the ensuing 124 months?
- 5 A. About three times a year.
 - Q. Okay. So, there can be adjustments?
- 7 A. Yes, we do conference calls if we have to do an
- 8 adjustment and vote over the phone, or we have fax where we
- 9 can fax in our vote.

6

- Q. Okay. And in the last two years or so, whenever
- 11 this person Ms. Hayden's been in place, has the marketing
- 12 that the co-op's done always been some sort of -- always
- 13 been either radio or television, or has there been other
- 14 kind of local marketing?
- 15 A. Print.
- 16 Q. Print, all right.
- A. Like the junk mail thing I told you you get
- 18 every Tuesday.
 - Q. Sure.

19

24

- 20 MR. SODERLAND: Just for clarification, is that
- 21 only print, or is it print, radio, and TV?
- THE WITNESS: We're only doing print the last
- 23 three years I would believe --
 - MR. SODERLAND: Okay.
- 25 THE WITNESS: -- on this plan that we've been

1 doing.

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- MR. WILLIAMSON: This is my deposition,
- 3 MR. SODERLAND: I understand that.
 - MR. WILLIAMSON: If you do this again, there's going to be a consequence.
 - MR. SODERLAND: Yeah, I'm trembling, Rob.
- 7 MR. WILLIAMSON: This is very serious, as you 8 can imagine.
- 9 Q. So, even before Ms. Hayden was involved, the advertising that your co-op had done locally was always
- 11 print, or at least the last three years was print?
 - A. Yeah, yeah.
- 13 Q. Okay.
- 14 A. We used to do some radio and stuff, but we
- 15 haven't done it in a while.
- 16 Q. Okay. Have you ever talked with Ms. Hayden
- 17 about marketing other than print, like phone calls, or
- 18 direct mails, or anything like that?
- 19 A. Not that I remember.
 - Q. Okay. Did there come a time when you learned
- 21 about the notion of making these automated calls as a form
- 22 of marketing?
 - Yeah.
- Q. And when did you learn about that?
 - A. May of 2009.

Page 29

- Q. Okay. And how did you learn about it?
- 2 A. I was at a worldwide rally for Domino's Pizza in
- 3 May of 2009.
- 4 Q. Is that an event that's held annually or
- 5 otherwise?
 - A. It's usually every two years.
- 7 Q. Okay. Where was it held?
- 8 A. Vegas.
 - Q. Who sponsored it?
- 10 A. Domino's Pizza.
- Q. And are there other events that you go to as a
- 12 franchisee on a regular basis that deal with -- well, how
- do I want to put it? Are there conventions or events that
- 4 do I want to put k! The their conventions of events
- 14 you go to beyond the local co-op meetings?
- 15 A. No, usually if it's involving me personally,
 - I've only gone to either the rally or just my local DMA
- 17 meetings.
- Q. Okay. Are you aware of other national or regional --
- 20 logional --
- A. Yeah, they do some stuff. They have a thing, a
- 21 Campus Pałooza, where franchisees come in, and it's
- 22 something to attack college markets, to have a meeting and
- 23 share ideas and stuff with stores that have -- that are
- 24 specific campus stores for colleges. I don't go to that.
- 25 I only have two small colleges down here in Tacoma, so I

Page 32 Page 30 Q. All right. You don't remember who you talked 1 don't think it's worth my time for the expense and all 1 2 to, do you? 2 that. 3 A. No. 3 Q. Okay. 4 Q. Okay. Did you leave with some pamphlets or A. So, you know, as far as marketing goes, but I 4 5 some --5 can't think of really anything else that's a specific type 6 A. Yeah. of marketing meeting other than that. 6 7 Q. All right. Do you still have those? Q. Okay. Are there other just meetings of 7 8 A. No. franchisees, whether they're marketing-oriented or not, you Q. Okay. What was it, after talking to the person, 9 know, annual conventions of franchisees or something like 9 you kind of understood the service was that they could 10 A. The rally is the big convention. 11 provide? 11 12 A. Uh-huh. 12 O. Okay. 13 Q. What was it? 13 A. The only --14 A. That you could download phone numbers into their Q. And that's every other year? 14 system, and that it would automatically call customers. 15 15 Q. Okay. Did anyone at Call-Em-All, at the meeting 16 Q. Okay. Have you attended more than one? 16 where when you saw them in Vegas or otherwise, ever talk to 17 17 A. Since then? you about whether there were any legal issues concerning 18 O. No, since you became a franchisee? 18 19 these calls? A. Oh, I've been attending them since the late 19 20 A. I don't remember them saying anything to me 20 '80s. 21 about that. Q. Oh, okay. And in the May 2009 rally, 21 22 Q. Okay. And you didn't ask? something -- the issue of making these automated calls came 22 23 A. No. up in some way, is that correct? 23 24 Q. All right. I didn't ask that to sound critical, 24 A. Uh-huh. I mean, sometimes people will ask and they'll be told yes 25 25 Q. What happened? Page 33 Page 31 or no, but if it didn't come up, that's fine. A. There was -- I went to the vendor show that they 2 Okay. So, and did you understand that the have in the evening --2 3 charges from Call-Em-All would be based on the number of 3 Q. Right. 4 A. -- and I was walking around, and seen this calls made --4 A. Yes. 5 vendor, and looked at their stuff, and thought well, this 6 Q. -- is that their structure? is a unique different way of doing some marketing, and got 6 Okay. Was there some understanding about what 7 their information. 7 the script of the calls would be, what would actually be 8 O. Okay. I'm trying to picture it. Is it like 8 said on the calls, that you would invent it, or they would 9 9 literally a booth or tables? help you create it, or do you remember anything about that? 10 A. Yeah, right, like if you go to something at the 10 A. On that May -- in May of 2000? Seattle Convention Center, and you go to some sort of show 11 11 12 up there, and they've got little booths set up. O. Sure. 12 13 A. I don't remember that --13 Q. Okay. And I gather one of them was for -- what 14 Q. All right. is it? I keep forgetting their name. 14 15 A. -- no, too detailed for my small brain. 15 A. Call-Em-All. Q. Call-Em-All? 16 Q. At some point --16 17 MR. NELSON: Give yourself some credit. 17 A. Yes. 18 THE WITNESS: Yeah. Q. Did you notice that there were other vendors 18 MR. WILLIAMSON: No, no, other than Dave, we all that offered the same type of service that Call-Em-All did? 19 19 have small brains here, and his is whatever the next word 20 A. I don't remember. I don't remember seeing 20 21 lower is, but --21 anybody else. 22 MR. SODERLAND: Minuscule. Q. Okay. So, you go to their booth, and you talk 22 23 to somebody, maybe you read some materials about it; is MR. WILLIAMSON: Minuscule. 23 24 Q. At some point, though, did you decide to use 24 that what happened?

this program?

25

25

A. Yeah.

Page 37

- 1 A. Yeah.
- 2 O. All right. And so then you had contact with
- some -- renewed contact with somebody at Call-Em-All, or 3
- was it just a matter of going on their web site? 4
- 5 A. You can go right onto their web site and sign
- 6 up, anybody can.
- Q. Okay. And the process, as I understand it, 7
- would be in part that you would download phone numbers that 8
- 9 you wanted to be called, is that right?
- 10 A. Correct.
- Q. Okay. What about did you have to download or 11
- type in the script of what you wanted the call to say? 12
- 13 A. Yes.
- 14 Q. Okay. And when did you first start having these
- calls made on your behalf, roughly? 15
- 16 A. I believe in June of 2009.
- 17 Q. All right. And how long did you do that?
- A. Up until about August 30th or 31st. 18
- 19 O. Of 2009?
- 20 A. Yes.
- 21 Q. Okay. And why did you stop after that?
- 22 A. Because they changed the federal law that you
- 23 had to have a written permission from the customer to be
- 24 called, so --
- 25 Q. How did you -- sorry.

- A. From them. They e-mailed me in August and said 1
- the laws are changing on September 1st, and they even
- 3 advertised that we can help you with getting these forms,
- and I just looked at it and said that's way too much work 4
- for all my customers to get written permission to be able 5
- to call it, so I just said I'm not going to do it anymore 6
- 7 after that point.

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- Q. Okay. Did you ever have -- did you ever believe 8
- that the marketing this way was helpful? Did you have any 9
- 10 sense that it improved sales or not?
 - A. Oh, yes, it did.
- Q. Oh, okay. So, when you would go online -- when 12
- you went on -- excuse me, went online initially to do this, 13
- 14 was there some portion of their web page where you had to,
- in effect, sign a contract, where you had to click "I 15
- 16 agree," or somehow there was something that went that --
- that you had to do? 17
- 18 A. Yeah, I believe there was.
- 19 Q. But nothing sent to you? You don't have any
- 20 papers, do you, from them?
- 21
- Q. All right. And do you recall -- so, initially 22
- 23 to do it you would need to download telephone numbers, is
- 24 that right?
- 25 A. To them, yes.

- 1 Q. Okay. Do you remember roughly how big the first
- 2 download was, how many numbers?
- 3 A. I don't know. An estimate, I think I tried
 - 5,000 calls the first time. I don't have the records in
- 5 front of me --

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- O. Okay.
 - A. -- of what the charges were on my credit card.
- 8 Q. Okay. And was the database then that large at
- that time, were there 5,000 phone numbers that you were 9
- 10 able to download into the system?
- 11 A. Yes.
- 12 Q. Okay. Did you have more than that and you just
- limited the first download to 5,000 numbers? 13
 - A. Yeah.
 - Q. Okay.
- 16 A. I would do it by location of each store.
- Q. Oh, all right. And how did you get those phone 17
- numbers? 18
- 19 A. I downloaded them from the store.
 - Q. Okay. And how did the store have them?
- 21 A. From the customer calling in --
 - O. Okay.
- 23 A. - and then they would give their telephone --
- 24 we would get it on caller ID and confirm it, which is a
- safety thing, and then we'd put their address in, and make 25
- Page 35
- their pizza up, and then they're in our database at that
- 2 point.

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- 3 Q. And was the database that was available kept by
- 4 each store?
- 5 A. Yes.
 - Q. So, you've got like six databases?
- 7 A. Yes.
- 8 Q. All right. So, do you remember -- if you don't,
- 9 that's okay -- which store's database you used for the
- 10 first call?
 - A. No, I don't remember that.
- Q. Okay. Did you, over the course of the few 12
- months that you did this, make calls from each of the 13
- 14 stores?
- 15 A. Yes.
- Q. Did you sometimes do more than one store? 16
- O. Did the script change over the six -- three 18
- months or so you did this? 19
 - A. Yes.
- 21 Q. Okay. At any point did anyone with Call-Em-All
- 22 interface with you about you might want to change the
- script to this or that, or was it always your decision? 23
 - A. My decision.
- 25 Q. Okay.

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Call-Em-All?

A. Yes.

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24 25 assuming, rented it from that hotel, the space, so I'm just

A. Maybe Domino's hired another company that runs

making assumptions on --

Q. Yeah.

and looked at the materials more, or thought about it more,

you then always dealt just via the Internet with

- 1 it true that the reports you had at one point would give us
- that information, but at the time perhaps when you were
- 3 filling this out --

- A. Yes.
- 5 Q. -- you didn't have it?
- 6 Okay. And it would have the dates and so forth,
- 7 it just wasn't information that you had at the time, right?
- 8 A. Correct.
- 9 Q. Okay. And look to Interrogatory No. 6, which is
- at the bottom of the next page, I assume that my client, 10
- 11 Ms. Anderson, at least to your knowledge, and I'm just
- 12 asking this for the record, she never gave you express
- consent to call her that you know of, right?
- 14 A. No.
- 15 Q. All right. And for that matter, and if it
- sounds critical, I apologize, no one that was called had 16
- 17 given express consent to be called, is that right?
- 18 A. No.
- 19 Q. All right. But they had given you their
- 20 telephone number as part of the transaction with them, and
- 21 that's how you had their number?
- 22 A. Yes.
- 23 Q. And they were all customers?
- 24 A. Yes..

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O. Okay. Okay. The databases, they're still in

- A. Yeah, something like that, that they don't --
- that it let's their numbers go and their address out of the
- 3 machine.

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- Q. Okay. And the database has addresses, and phone
- numbers, and names, which may only be a first name, just
- 6 depending on what the customer left?
 - A. Yes.
- 8 Q. All right.
 - A. And it would be addresses if they were
- 10 deliveries. Sometimes carry-out customers come in and they
- 11 don't give their address.
 - O. Sure.
- 13 A. But a lot of times we ask them to get their
- 14 phone number in case that there's an issue of them, you
- 15 know, having a problem with their pizza. The phone number
- 16 is also the reference number to bring that person's account
- 17 back up and their order history and everything, so then
- 18 sometimes we can tell the machine like if you came in and
- 19 said, Here's my number, and then I could put it in, and you
- 20 say, I just want what I had the last time, and I can pull
- 21 your history up and push it through.
- 22 Q. Okay. So, you walk in, and I say, I want the
- 23 usual --

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- 24 A. Yep.
 - Q. -- and your person could look it up and figure

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Page 65

- existence? 1
- 2 A. Yes.
- 3 Q. And but presumably have changed since even the
- lawsuit was filed, right, because you're constantly putting
- 5 in new people and so forth?
 - A. Yes.
- 7 Q. Okay. So, if I said I want to see the database
- 8 that you had in June of '09, would it exist anymore?
 - A. I believe that you can go in and tell it on a
- 10 search --
- 11 Q. Right.
- 12 A. -- that you could take and say what customers
- were active from a certain period of time. 13
- 14 O. Okay.
- 15 A. So, I'm sure I could -- if I can't figure out
- how to do that individually, I could call and get help to 16
- 17 probably do that.
- Q. Well, maybe Dave might be able to do it, he's a 18
- 19 smart guy.
- 20 What about if people are taken off, I assume --
- 21 do you take people off your database?
- 22 A. I believe the machine is set up where it drops
- 23 them off.
- 24 Q. Okay. After like three years if they haven't
- 25 made a purchase --

- out -- or I could walk in and say, I want the usual but I
- 2 forget what it is, and you can look it up?
- 3 A. Yeah, or you can say I want the order that I had 4 three orders ago.
 - Q. Wow, that's good.
- 6 A. So, that's the only time there wouldn't be an
- 7 address is sometimes they're carry-outs in the database.
- 8 Q. Right, okay. And right now people that have
- 9 been -- let's say in the last three years, if anyone has
- 10 been dropped from it, it would just be the mechanism you
- 11 have that after a certain lack of business, they fall off
- 12 it?

- 13 A. Uh-huh. Yes. I'm sorry.
- 14 Q. That's all right.
- 15 And some people were dropped off in the sense
- 16 that they were dropped off the list for Call-Em-All because 17 they had said don't call me, but you otherwise kept them in
- 18 the database for other purposes?
 - Oh, yeah, yeah, they're still in there.
- 20 MR. WILLIAMSON: Okay. I think I'm done. Let 21 me just look at one other thing.
- 22 I have no other questions. Thank you for
- 23 letting me take your deposition this morning.
- 24 MR. SODERLAND: Mr. Brown, my name's Dave
- 25 Soderland. I'm here for Domino's. I've just got a few

- 1 Q. You didn't at any point contact anybody with
- 2 Domino's and say, you know, I'm going to use these guys, is
- 3 it okay?
- 4 A. No.
- 5 Q. Nothing like that?
- 6 A. No.
- 7 Q. All right. The reports that you received would
- 8 tell you in the end of the 5,000, or whatever number of
- 9 calls, they actually would tell you how many got through
- 10 and how many did not, is that correct?
- 11 A. Yes.
- 12 Q. Okay. And I'm just imagining that if I -- if
- 13 somebody did 5,000 calls, that some number of those would
- 14 go to voice mail, and you told me that if that happened,
- they would not connect, as it were, is that right? 15
- 16 A. Yeah.

- Q. Okay. So, what if after a second or third try
- it was still just voice mail, would the report then reflect 18
- 19 that there were a certain number of calls that couldn't get
- 20 through because they kept going into voice mail?
- 21 A. I believe so.
- 22 Q. Okay. And whether you paid for those or not, do
- 23 you recall?
- 24 A. I don't think you pay for a call that didn't get
- 25 answered.

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- Q. Okay. And the policy of Call-Em-All was, at 1
- 2 least the one you directed them to use, was that I don't
- 3 want robocall or these prerecorded calls going into voice 4
 - mail, I want them only played, as it were, if somebody
- 5 answered?
- 6 A. I didn't direct them, that's just how the system
- 7 was set up.
- 8 Q. That's how they did it?
 - A. Yeah.
- 10 Q. Okay. Because I don't know whether if you had a
- 11 choice --

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- 12 A. Yeah.
- 13 O. -- where you could say, you know, I want them to
- go into voice mail or not; do you remember if you had that 14
- 15 choice?
 - A. No.
- 17 Q. Okay. I'm going to show you what's Exhibit-1
- just for a moment, which is the -- this is the subpoena 18
- 19 about your coming to this today. Have you seen that
- 20 before?
- 21 A. Yeah.
- 22 Q. All right.
- 23 A. Yes.
- 24 Q. It asked you to bring any documents that you had
- related to this campaign, and I've been given some 25

- 1 materials that were attached to your discovery responses,
- 2 and is it correct that's all you have, there's nothing
- 3 else?

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- 4 A. As far as?
- 5 Q. Well, if you read the second page, it says bring
- all documents related to any Four Our Families marketing 6
- 7 from January 2006 forward, telemarketing?
- 8 A. I don't have any documents with me.
 - Q. Right, but you were supposed to bring them.
- 10 A. Yes.
- 11 Q. And you didn't bring any?
 - A. No, I did not.
- 13 Q. But my question is, do you know -- I'll tell you
- what, let me show you something that you gave us in the 14
- 15 discovery, which is Exhibit-5. This is -- these are
- 16 documents that your attorney gave to us in response to
- 17 discovery requests that we made.
 - A. Yep.
- 19 Q. And if you thumb through, I'm sure you've looked
- 20 at it before, but basically are you aware of any other
- 21 documents that relate to this using Call-Em-All besides --
 - A. Not that I have access to right now.
- 23 Q. What's that mean?
- 24 A. I have called Call-Em-All to try and -- when I
 - go log into my account now, it won't show me all the
- - Page 49 specific numbers that have been called, so when I go -- I
 - 2 called them up and said hey, I want to -- why are these
 - 3 reports not here anymore? They said that they have to be
 - 4 unarchived. So, I've called them over the summer three or
 - 5 four times to open up these files, and I even went in last
 - 6 night and tried to see if they were opened up, and it
 - 7 won't -- whatever date range I put in for the reports, it

 - 8 won't open them up. So, this is -- this right here, what
 - 9 I'm giving you, this is what it allowed me to pull off.
 - Q. Okay.
 - 11 A. I can pull it off right now. And Nelson has all
 - 12 the information to get into the account if you want to --
 - you know, if he wants to follow up with you to show you 13
 - 14 that I'm not making anything up.
 - Q. No, I'm sure you're not.
 - A. So --16
 - Q. Now, have you talked to anybody at Call-Em-All
 - about why can't I get the full reports? 18 19
 - A. Yeah, I've talked to like three people.
 - 20 Q. Okay.
 - 21 A. I have the names wrote down, so --
 - 22 Q. Do they indicate that while it might be a
 - 23 hassle, they could actually get the phone numbers called at 24 some point?
 - 25 A. Yeah, they told me that they're archived in

Page 13

- 1 A. No, I don't.
- 2 Q. Would it be fair to say that that would have been the first
- 3 time a vendor offering that service asked to have a booth?
- 4 A. It would be fair, yes.
- 5 Q. Would it be an unusual, new idea that you would have vetted
- 6 with someone or another?
- 7 A. No. I know it's something that Domino's doesn't do. I'm
- 8 pretty sure it's something that Domino's doesn't do. So --
- 9 Q. Did you have any contact with anyone at Call-Em-All about then
- 10 appearing at the expo other than perhaps getting their form,
- 11 looking it over?
- 12 A. No.
- 13 Q. Did you ever have any contact with anyone there during the
- expo, go to their booth, talk to somebody, that sort of thing?
- 15 A. My normal process is thanking them for attending, introducing
- 16 myself, face-to-face, wish them good luck and have a good
- 17 show. So I would have probably met with the folk or the
- 18 folks. I don't recall who would have been in the booth.
- 19~ Q. $\,$ And I don't fault this at all. You don't recall specifically
- 20 going to the Call-Em-All booth, but that would have been your
- 21 practice; is that correct?
- 22 A. That would've been my practice.
- 23 O. Was there ever any contact with Call-Em-All after the
- 24 convention?
- 25 A. No.

- better check it with anybody?
- 2 A. No. No.
- 3 Q. You don't. Okay. I didn't ask that very well.
 - Do you recall that you flagged that you were
- 5 concerned and you did follow up or is it, as far as you know,
- 6 you did not?
- 7 A. 1 know I did not follow up. Nothing flagged me.
- 8 Q. It was unusual but nothing to the extent that you felt you
- 9 needed to follow up with anyone?
- 10 A. Correct.
- 11 MR. WILLIAMSONAll right. That's all I have. I
- 12 can ask you more if you want.
- 13 THE WITNESS: As long as you got what you wanted,
- 14 I'm fine.

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- 15 MR. SODERLAND: Scott, now the attorneys on the
- 16 phone will have a chance to ask you questions.
 - THE WITNESS:Okay.
- 18 MR. SODERLAND: Nicole, do you want to go first?
 - MS, BROWN: Sure.
- 20 EXAMINATION
- 21 BY MS. BROWN:
- 22 Q. Hi, Scott. My name's Nicole Brown. I'm the attorney for Foundation
- 23 Our Families, Inc., and the franchisee, Mike Brown.
- 24 A. Hi.
- 25 Q. A couple questions about the rally. Does Domino's Pizza

Page 11

- 1 O. And --
- 2 A. I beg your pardon. Since they attended in 2009, we would have
- 3 invited them for the next show.
- 4 Q. And they did not appear, as I understand it?
- 5 A. They did not respond.
- 6 Q. Okay. So they would've gotten an email like others that just
- 7 invited them to come or not?
- 8 A. At the time, we were mailing, so they would have received the
- 9 mailing, yes
- 10 Q. Is it fair to say that you didn't know, in any specifics, what
- 11 the business of Call-Em-All was and what specifically they
- 12 were offering to people?
- 13 A. That's fair.
- 14 Q. Would you have known that once and you've just forgotten since
- 15 or --
- 16 A. That's possible too. Yes.
- 17 Q. So you basically don't have any memory any better than
- 18 Soderland's; right?
- 19 A. No.
- 20 MR. SODERLAND: Which is always -- which is not very
- 21 good
- 22 A. So many shows and so many vendors that, no, I'm sorry.
- 23 BY MR. WILLIAMSON:
- 24 Q. I understand. Is there anything that you recall about
- 25 Call-Em-All that flags something for you where you thought I

- 1 endorse the vendors at the rally?
- 2 A. No, we don't, Nicole. We assume that since they've been there
- 3 before and we're asked to have people invite, then it's
- assumed that they can attend.
- Q. Okay. And do the vendors typically pass out materials?
- 6 A. Typically some do, some don't. Tve seen them with flyers.
- 7 I've seen them with business cards.
- 8 Q. And do you or someone with Domino's Pizza review those
- 9 materials prior to that?
- 10 A. We will look at them if they have the Domino's logo on them to
- ensure that the brand is being presented correctly; but other
- 12 than that, not necessarily.
- 13 Q. Just that the logo and brand is correct or that the message --
- 14 I mean do you review the message that's in the materials?
- 15 A. If the logo is printed correctly on the flyers, the correct
- 16 colors, that's extremely important at a venue of this nature.
- 17 I will also look to see if they were having any kind of raffle
- or giveaway in their booth, because I'm responsible for that,
- in making sure that that information gets out. Other than
 that, that's about it.
- 21 Q. And do you recall if Call-Em-All had materials that they were
- passing out at the 2009 rally?
- 23 A. Ido not.
- 24 Q. Okay. And at each vendor booth, is there a Domino's
- 25 representative?

telephones lines is unknown by this defendant.

g. The companies used by Call-em-all.com is unknown by this defendant.

<u>INTERROGATORY NO. 4</u>: Describe the purpose or purposes of Defendants' transmitting the calls or causing the transmission of the calls.

ANSWER:

This defendant calls its customers for a number of reasons, one of which is to maintain a business relationship between franchise and customer. Additionally, this defendant conducts quality assurance calls, requests for directions, general customer service, and other reasons in order to maintain relationships with the customer base.

INTERROGATORY NO. 5: Identify the Defendants' representatives who are most knowledgeable about the calls, including, but not limited to, the decision to make them, the compilation of the telephone numbers called, and the script of the recorded messages.

ANSWER:

Michael Brown

INTERROGATORY NO. 6: State whether Plaintiff gave prior express consent to receive the pre-recorded telephone call made to her by Defendants and if so, state how they gave such consent, and identify to whom such consent was given.

ANSWER:

Discovery is on-going and this interrogatory will be supplemented.

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٦١	ВООГН	VENDOR	ahutt	_	_	· -				_	CONTACT
4 6		400									
ກ	1703	AUP									LISA COULTER
4	705	AETNA									BRAD FISCHER
2	1704	ASAP LLC		_				_			BRUCEJOURNEAY
9	1504		-	_	_	•		=	=	-	AMANDA KUBICEK
1	1903b-1904b		***************************************								RICK MAIER
∞	204	BUSY EVENT									DAVID SCHENBERG
თ											BRIAN SLAWIN
10	304	CALL-EM-ALL, LLC									MARSHA JACKSON
11	1202	CALL-TRONICS									DOOM MIL
12	103	COCA-COLA				*******					JOEL McCORMICK
13	905	ConAgra MILLS						•			BARRY KNUDSON
14	1602	CONCKLIN INSURANCE AGENCY									CRAIG CONCKLIN
15	1403-1404	CONNECT MARKETING									MARK HOWARD
16	202	COPESAN									JON BAIN
17	1000	CRES COR				mr					BARB BORELLE
18	204	D&S ACCOUNTING SERVICES				178.00.00					ANNIE McSWEENEY
19	305	DOMINO'S FRANCHISEE ASSOCIATION									KEN PEEBLES
2	2200	DIVERSIFIED CHECK SOLUTIONS, LLC									DIANE ACKLEY
21	505	DOMINO'S FRANCHISE FORUM									ROBIN HAMMONS
22		DTT SURVEILLANCE									MIRA DIZA
23		FAMILY VIDEO									TRACY CROWLEY
7,4		PIDELITY COMMINICATIONS CORP									RICK STANBRIDGE
įχ		FRCH DESIGN WORLDWIDE	_	_	_	-		_		=	DENIANNE GARDNER
76		GRANITE TELECOMMUNICATIONS	_							D-770-	CHARLIE PAGLIAZZO
27		HAUSBECK PICKLE COMPANY					***************************************			-11-11-11	JOHN SCHNAPF
28	1801	HIRE THE AMERICAN DREAM									DAVE MELTON
53	1902	HIRE RIGHT									TOM LEININGER
င္က	1903	HORNE LLP									MICHAEL SASSANO
31	1101	HRI/Inter-Metro									MITCH REILLY
32		HTH, Inc.									TIM LYNCH
33	1401 & 1603	IBM PULSE TEAM									TINNIM WINNIH
发		•	B077190								DON REICHERT
35	203	IRH CAPITAL									LISA RENNE
36	1705	ITEX CORPORATION									ROBERT BENSON
37	403	LANDS' END BUSINESS OUTFITTERS									JOLENA SIEGENTHALEI
38	904	LEPRINO FOODS		-	-	-		=	=	-	TONY EAFANTI
39	704	LESAFFRE YEAST CORP.									SANDI CAZALET
4	802-902	MANITOWOC FOOD SERVICE			-	-		=	=	-	CAITLIN RODGERS
41	401-501	MASSCORP									JEFF MURPHY
42		Message On Hold	_	-	-	-		-	=	-	MIKE WICK
43	1100	MIDDLEBY-MARSHALL					***************************************				LARRY BIRETA
4		MIMIF CASH DRAWER									CAROL GARROW
45	1200	MONTERRA FRANCHISE SERVICES									LARRY YAPP
46											SUSAN BURHANS
47	802	NATION PIZZA PRODUCTS									KEITH OHLSEN
48	1300	NATIONAL RESTAURANT ASSOCIATION				_					WINSTON BANKS
2		NATIONAL TELECOM SERVICES, INC.	_	-	w	-				_	SCOTT SCHAFER
3		OFFICE MAX									ARCENE AUSTIN
27	1904a	ORECK VACUUM						_		_	IEKKI POLET

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801	PAN-OSTON				***************************************				1,1	JEFF GERON
1904	PAYLESS SHOE SOURCE								2	MATTLEMKE
1405	PERSONA, INC.							=	Y	JOEL WILLIAMS
1501	PLI								Ī	HOLLY PHILLIPS
1001	POSTERLOID CORP.						***************************************		<u>82</u>	RALPH GEGERSON
1701	POWTER INSURANCE						•	-	띡.	JOHN POWTER
1201	PROFESSIONAL TEAM INSURANCE SERVICES								Ð.	FARHAD BAHADORAN
1702	QWEST COMMUNICATIONS								3	KARA CHASTEEN
1402	RAINBOW MAGNETICS								œ	ROBERT KNAPP
601	ROSE PRINTING								ěZ.	RHONDA MORAN
2300	ROSS PRINT MARKETING								Θ	EILEEN BROMWELL
605	RPM PIZZA, LLC.								æ	ROBIN HAMMONS
1301	SECURITY CHECK								ď	PAM HENDEE
404	SERVANT SYSTEMS								æ	BRUCE FRANSON
405	SKECHERS			207111					ď	PAT TANIGUCHI
903	SMUREIT STONE								I	HENRY LOOMIS
604	SPRINT NEXTEL CORP.								ຶ	GALE WILCOX
1001	SYNERGETIC MEDIA								15	JERRY MULLIGAN
1903a	TALEO				***************************************				8	BELINDA JOSEPH
603	TBL. INC., The Bottom Line								2	MARNIE FEINOUR
702	UNIFIED BRANDS	-	-	-					2	MICHAEL WILLIAMS
203	VALASSIS								<u>.</u>	KELLI CHASSE
1802	VALPAK								Χ,	KAYE SLAUGHTER
		-	-		-	-	-	-	ш. _	FRANK STRANGIS
901	WOLFE ELECTRIC, INC.								<u>a. </u>	PETER GOODMAN
1901	WOMEN'S LEADERSHIP FORUM								≍	JULIE WIGLEY
602	WUNDERBAR	-	-		_	_	_	_	¥_	JOHIN RODRIGUES
803	HENRY WURST, INC.								A .	AMY WURST
воотн	CORPORATE VILLAGE									
ខ	SUPPLY CHAIN SERVICES						***************************************		S	SCOTT SENNE
2	Politics, Publicity & Purpose	-	-	-					υ	CHRIS BRANDON
9	PULSE CARE								_2	MATTHEW WALLS
ප	FRANCHISE OPERATIONS & DEVELOPMENT								2	MICHAEL METTLER
D	STREET LEVEL/PRECISION MARKETING								យ	ERIC OLSEN
ដ	SAFETY								O	CINDY SMAIL
									ω.	BEVERLIE COTE
ឧ	SECURITY								G	GEORGE RALPH
									O	CINDY McGONIGAL
ප	TRAINING & OPERATIONS SUPPORT								œ	RUTH WADE
C10	PARTNERS FOUNDATION								_	KATHY SCOTT
5	PEOPLEFIRST								Ħ	JULIE WIGLEY

ANSWER:

Vendor was approved by Dominos Corporate and a presenting vendor at the most recent convention,

INTERROGATORY NO. 15: Identify all employees or agents of Defendants, whether current or past, who had any communications or meetings with any employees or agents of each vendor identified above, and describe each such communication or meeting, and the participants.

ANSWER:

Michael Brown

<u>INTERROGATORY NO. 16</u>: What services where rendered by each vendor identified in your response to Interrogatory No. 13 on behalf of Defendants?

ANSWER:

Marketing to existing customers with whom Four Our Families, Inc., has a business relationship.

<u>INTERROGATORY NO. 17</u>: What were the charges of each such vendor for each of the services described in your answer to the preceding interrogatory?

ANSWER:

\$4,252.50

INTERROGATORY NO. 18: State the Defendants' knowledge with respect to the telephone numbers that were actually dialed or transmitted by vendors identified above, and as to how the telephone numbers were collected by or provided to the vendors.

ANSWER: