

# Davis Wright Tremaine LLP

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October 5, 2007

#### **Electronically and via UPS Overnight**

Frances Nichols Public Utility Commission of Oregon 550 Capitol Street NE Suite 215 Salem, OR 97301-2551

Re: Docket IC 13

Dear Ms. Nichols:

Attached for filing in Docket No. IC 13 is Universal Telecommunications, Inc.'s Response and Attachment A to the "Supplemental Letter of Qwest Communications" filed October 4, 2007. The original plus one copy will be sent via UPS Overnight.

Very truly yours,

Davis Wright Tremaine LLP

Mark P. Trinchero

MPT:bl



## Davis Wright Tremaine LLP

ANCHORAGE BELLEVUE LOS ANGELES NEW YORK PORTLAND SAN FRANCISCO SEATTLE SHANGHAI WASHINGTON, D.C.

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October 5, 2007

VIA e-FILING and FEDERAL EXPRESS

Oregon Public Utility Commission 550 Capitol St., N.E., Suite 215 Salem, OR 97301

Re: IC 13

Dear Ms. Nichols Anglin:

Universal Telecom, Inc. ("Universal") hereby responds to the "Supplemental Letter of Qwest Communications," filed October 4, 2007.

Universal rejects Qwest Communications, Inc.'s ("Qwest") allegations in their entirety, which are little more than a continuance of the unfounded bluster and ad hominem attacks for which Qwest, and its counsel, have become infamous in the several disputes between Universal and Qwest. Universal has noted in other Commission dockets that Qwest is constitutionally incapable of letting another party have the last word in any matter, and yesterday's filing proves that in spades.

Far from withholding material information from the Commission and Qwest in this docket, Universal has provided each and every piece of evidence requested by Judge Arlow or the Commission in a timely fashion. Much of this information, including the nondisclosure agreement between Universal and GlobalPOPs, the purchase and sale agreement between Universal and GlobalPOPs, and the list of ISP customers that are the subject of the purchase and sale agreement, is outside the Commission's jurisdiction. But Universal has provided this information willingly and in a timely fashion. Moreover, Universal has not submitted a single piece of this evidence *in camera*. Rather, Universal has provided every document to Qwest under protective order.

Next, Qwest's accusation that Universal has been "actively misleading" the Commission is personally insulting, contrary to the express record of this proceeding and grossly incompetent in light of data publicly available to Qwest. First, the express issue that Judge Arlow requested briefing on in this matter is whether to continue or lift the stay imposed in Order No. 07-366. The transaction between Universal and GlobalPOPs, while certainly relevant to that enumerated issue, is outside the Commission's jurisdiction as a matter of law. Consequently, the decision to continue or lift the stay does not, and should not, turn solely on Universal's creditors' interests.

Second, undersigned counsel for Universal has answered every question from Judge Arlow truthfully and fully. As pointed out in Qwest's Exhibit A, Qwest has never bothered to ask – or, more likely, did not know to ask – what is happening to the proceeds of the sale of Universal's customer base to GlobalPOPs. Yet, counsel for Universal volunteered during the September 11, 2007 conference that he did not know whether there were sufficient assets in Universal to pay Qwest and could make no guarantee of payment, even if the stay were lifted. Counsel did not exclude, expressly or impliedly, the proceeds of the GlobalPOPs sale from his description of the assets of Universal, and no reasonable observer of those proceedings could conclude otherwise. Further, counsel for Universal represented during that same hearing that he was unaware of whether there were sufficient assets to resolve legitimate debts, were Universal to wind up its business in the very near term. Again, counsel did not expressly or impliedly exclude the proceeds received from GlobalPOPs from that calculation. Universal reiterated that representation, *in writing*, in its Reply Brief filed on September 17, 2007:

Similarly, at page 8 of its Comments Qwest states, "On September 11, 2007, pursuant to notice, a prehearing conference was held, at which time Universal's counsel disclosed that Universal could not pay the outstanding bills to Qwest". That is not what Universal's counsel stated. What counsel stated was that if the Commission conditioned continuation of the stay on full or "substantial" payment of the entire amount claimed by Qwest, Universal could not comply with such an order and would have to close its doors. Universal's counsel further stated that if Universal exited the managed modem business under such circumstances, there would be an unknown quantity of assets remaining in the corporation and that counsel did not know whether the assets would outstrip all legitimate liabilities.

Universal Reply Brief at 3-4. Universal also represented in its initial Brief in this matter:

The harms that Universal will suffer from lifting of the stay far outweigh any potential harm to the public that may occur from allowing Qwest to disconnect the circuits in question. The harms Universal will suffer include permanent loss of customers, furloughing or laying off employees, loss of goodwill and, potentially, bankruptcy. This is so because lifting the stay would cause Universal



to cease operations in such a way as to eliminate the viability of Universal's business entirely.

It is difficult to imagine that even Qwest can be so willfully imperceptive as to miss the clear import of these representations, or somehow conclude that the proceeds from GlobalPOPs were not included in the assets described by counsel, or at least know to ask follow up questions about the proceeds of the Universal-GlobalPOPs transaction.<sup>1</sup>

Third, what fully dooms Qwest's scandalous rhetoric is the simple fact that the security interest that Silicon Valley Bank has in Universal's assets is a matter of public record, readily available to Qwest and its counsel in Oregon. Universal is an Oregon corporation, which fact Qwest knows, having repeatedly reproduced, relied on and cited to Universal's authorization from this Commission in this docket and others, and other legal fora. On April 7, 2000 Silicon Valley Bank filed with the Oregon Secretary of State's office its Uniform Commercial Code ("UCC") Financing Statement perfecting its security interest in substantially all of Universal's assets, which is a matter of public record.<sup>2</sup> The purpose of the collateral description in a UCC financing statement is to provide notice to third parties as to what assets of a debtor a creditor claims a security interest in. Stringer v. Mitchell (In re Stein), 2001 Bankr. LEXIS 379, \*35 (2001).

Silicon Valley Bank's filing was made seven (7) years ago, and has been a matter of public record each and every day since. Qwest has simply failed to comprehend or pursue its fundamental due diligence obligations and, having now discovered its embarrassing oversight – and unwilling to admit it failed to ask a question earlier it now understands as important to its interests – is lashing out at Universal and its counsel.

The Commission may find useful the analysis undertaken by the United States District Court for the Eastern District of North Carolina in the case of *Branch Banking and Trust Company v. Deutz-Allis Corporation*, 1988 U.S. Dist. LEXIS 9349 (1988). In that case the plaintiff bank brought an action against the defendant credit corporation, disputing which party possessed a prior perfected security interest on funds held by the credit corporation. The credit corporation filed a motion to withdraw an admission regarding the genuineness, availability and

Qwest's claim that "Universal has known for months, if not years, that it would be unable to pay Qwest under the new ICA, that its assets were far outweighed by its liabilities" (Qwest Letter at 3) is as ludicrous as it is unfounded. The RUF charges underlying Qwest's claim here came into being on August 22, 2006 when the Commission approved the parties' interconnection agreement in Order No. 06-484. Moreover, as discussed below, it is still unsettled whether Universal owes Qwest these RUF charges, or even if Universal does owe them, whether it will be able to pay them.

See <a href="http://ucc.sos.state.or.us/ucc/soskb/FilingChain.asp?FileNumber=507882">http://ucc.sos.state.or.us/ucc/soskb/FilingChain.asp?FileNumber=507882</a> and Attachment A. The weblink is associated with the Oregon Secretary of State's Office. Attachment A is a copy of a report obtained from a commercial search company, which was produced on October 4, 2007 in less than 30 minutes and which Qwest could have obtained just as easily.

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timing of a UCC financing statement reflecting plaintiff's security interest. The court rejected the motion on the grounds, *inter alia*, that the defendant had not shown why, with due diligence, it could not have denied plaintiff's request, or, if it was uncertain of how to respond, state the reasons why it could not truthfully admit or deny the matter at the time the request for admission was lodged. The court then crystallized the public nature of a UCC financing statement:

Filings of UCC financing statements are matters of public record. Therefore, defendants could *easily* have ascertained the information necessary to accurately and quickly respond to Plaintiff's Request No. 6. The time and effort necessary to obtain such information would have been minimal, yet it was not expended by the defendants. Given these circumstances, where plaintiff was not in control of the dispositive information required by defendants to intelligently respond, the court finds plaintiff should not now be penalized for defendants' lack of diligence. 1988 U.S. Dist. LEXIS 9349, \*14 (1988) (emphasis in original)

Silicon Valley Bank's financing statement on file with the Oregon Secretary of State's Office is a matter of public record. Qwest *easily* could have ascertained Silicon Valley Bank's security interest in Universal's assets by expending minimal time and effort, yet it did not. The Commission should not penalize Universal for Qwest's lack of diligence.<sup>3</sup>

What is apparent is that Qwest is using the threat of yet more federal litigation<sup>4</sup> and is interposing undue and shortsighted expense burdens<sup>5</sup> against Universal to extort information to which is it not legally entitled (but which Universal has willingly provided, and will continue to provide), and to create more unfounded melodrama in this docket to pressure Judge Arlow into lifting the current stay on disconnection. Universal is confident that Judge Arlow will see through Qwest's pathetic charade. If there is any party that is abusing the Commission's processes, it is Qwest, what with its repeated, inflammatory and baseless accusations and threats. The Commission dismissed Universal's complaint in this matter on August 8, 2007 in Order No. 07-366. Universal did not move to reconsider that decision, nor appeal the decision. Instead,

It is also axiomatic that a fiduciary has no duty to disclose publicly available information. See, e.g., In re RCN Litig., 2006 U.S. Dist. LEXIS 12929 (2006); In re Time Warner Inc. Sec. Litig., 9 F.3d 259, 268 (2d Cir. 1993); L. Smirlock Realty Corp. v. Title Guarantee Co., 70 A.D.2d 455, 421 N.Y.S.2d 232, 237-38 (2d Dep't 1979), as modified by 52 N.Y.2d 179. This axiom is likely the reason why Qwest's polemic contains not one single citation to legal authority suggesting that Universal ought to have disclosed the publicly available UCC financing statement.

What basis Qwest will offer to support a federal claim is a mystery. As Qwest's Exhibit A shows, Qwest's counsel seemed to argue that it is entitled to a TRO because Universal would distribute the proceeds of the sale to GlobalPOPs "out of the ordinary course." Documents that will be voluntarily shared with Qwest on October 5, 2007 give lie to that claim. Universal will share these documents with Judge Arlow as well.

Obviously the more baseless claims Qwest lodges at the Commission or in other fora, the more resources Universal must expend to defend itself, and the less resources there will be at the end of the winding up period for Qwest or any other creditor.



Universal and its counsel have complied with Judge Arlow's subsequent directives, fully and timely. And, as a further sign of its good faith, Universal – as Qwest's own evidence proves – volunteered the fact of Silicon Valley Bank's secured interest, and Universal will today share with Qwest the specifics of that security interest held and the purchase price paid by GlobalPOPs, despite Qwest's bullying tactics against Universal and Judge Arlow.

Finally, Qwest alleges that it, as "an unsecured creditor, stands no chance of recovery of past due amounts, nor does Qwest have any realistic opportunity to recover any of the additional \$15,000 to \$20,000 in bad debt that continues to accrue each month". Qwest Letter at 2-3. This bare allegation, like so many other shrill Qwest accusations, is not supported by any evidence. Universal does have physical assets and, presuming the company proceeds to wind up its affairs, those physical assets will be liquidated. The proceeds of such liquidation will be distributed according to the laws of Oregon, first to secured creditors, then to priority creditors, then to unsecured creditors. It is possible that Qwest will realize some, or perhaps even all, of its purported RUF charges. At the same time, counsel for Universal has taken great care not to promise Qwest or the Commission that there will be sufficient assets to satisfy all of Qwest's claims. Universal reminds the Commission, too, that Qwest's claims are the subject of a federal court appeal, and may not be legitimate debts at the end of the day.

Universal welcomes this opportunity to set the record straight, again. Unfortunately for Qwest, facts are stubborn things. The facts in this matter show, convincingly and without question, that Universal and its counsel have answered every question put to them fully, honestly, voluntarily and timely. The facts further show that Qwest failed to ask the simplest of questions regarding the proceeds from GlobalPOPs to Universal, and that Qwest — even at the time of its latest filing — studiously lacks the wherewithal to conduct rudimentary due diligence on publicly available information.

The Commission, and Judge Arlow, should consign Qwest's latest literary bombast to the regulatory scrap heap, and continue the current stay on disconnection as requested in Universal's previous filings in this matter.

Comes to mind here Qwest's recent bombastic accusation that Universal was selling its customer base to an affiliate, namely 10-D Telecom, as part of some conspiracy to defraud Qwest and fool the Commission. Of course, that allegation proved baseless, a factoid that Qwest seems to have forgotten in its current fit of pique.



Any questions regarding this matter may be directed to the undersigned.

Very truly yours,

Davis Wright Tremaine LLP

John C. Dodge John C. Dodge by B. Lasswell

cc: Service List



UCC Summary Report

6500 Harbour Heights Pkwy Suite 400 Mukilteo, WA 98275-4889 Order Number: 29477704 Search Date: 10/4/2007 Account Number: 314150

lumber: 314150 Ref: CP51BKA

Subject: UNIVERSAL TELECOM, INC. Search Criteria: UNIVERSAL TELECOM, INC.

Ph: (800) 858-5294 Fx: (800) 345-6059

Total Records Found: 3
Current as of: 9/25/2007

Results for Oregon UCC Search By Company Name - Active Search results in this jurisdiction include UCC records, Federal Tax Liens and State Tax Liens.

GroupID	Filing Number	Category	Filing Date	Exp Date	Debtor Name	Secured Party
0001.001	507882	UCC1	4/7/2000	4/7/2010	UNIVERSAL TELECOM INC 1600 SW WESTERN STE 290 CORVALLIS, OR 97333	SILICON VALLEY BANK 3003 TASMAN DR SANTA CLARA, CA 95054
0001.002	507882-1	CON	2/16/2005	4/7/2010		
0002.001	7704524	UCC1	8/3/2007	8/3/2012	UNIVERSAL TELECOM, INC. 1600 SW WESTERN BLVD. SUITE 290 CORVALLIS, OR 97333	RODERICK RICHARD ARTHUR 4000 NE MINNESOTA AVE. CORVALLIS, OR 97333

End of Report

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Submit this form and fee \$10.80 per form

OREGON 0092023006391000 STATE OF OREGON
Corporation Drivision - UCC
Public Service Building
255 Capitol Street NE, Suite 151
Salem, OR 97310-1327
(503) 986-2200 Fecsimile (503) 373-1188

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# STATE FINANCING STATEMENT STANDARD FORM

FLEASE TYPE OR WRITE LEGIBLY, READ INSTRUCTIONS BEFORE FILLING OUT FORM.

The Financing Statement is presented to filing officer pursuant to the Uniform Commercial Code. This financing statement remains effective for a period of it years from the date of filing, unless extensed for additional periods as presented for by CRS Chepter 79. A curbon, protographic or citize reproduction of this form, financing statement or security agreement may be filed as a financing statement under CRS Chepter 79.

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	<b>a</b> .,
2	[XI PRODUCTS of collateral are also covered.
1	See Exhibit A attached hereto and made a part hereof by this reference.
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1800 SW Western, Suite 290 Corvellis, OR 97333	•
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E. SECURED PARTY(SES) NAME AND ADDRE	88
SILICON VALLEY BANK	
3003 Tasman Drive	
Santa Clara, CA 95054	
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C. ASSIGNEE(S) NAME AND ADDRESS	
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#### EXHIBIT A

The Collateral consists of all of Borrower's right, title and interest in and to the following:

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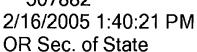
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FOLLOW INSTRUCTIONS (front and back) CAREFULLY

A. NAME & PHONE OF CONTACT AT FILER (optional)

Diligenz, Inc. 1-800-858-5294

B. SEND ACKNOWLEDGMENT TO: (Name and Address)

11891537

Diligenz, Inc. 6500 Harbour Heights Pkwy, Suite 400

Mukilteo, WA 98275

Filed In: Oregon (S.O.S.)

THE ABOVE SPACE IS FOR FILING OFFICE USE ONLY

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	Also check one of the following three boxes and provide appropriate information in				
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#### **CERTIFICATE OF SERVICE**

I hereby certify that on the 5<sup>th</sup> day of October, 2007, Universal Telecommunications, Inc.'s Response to the "Supplemental Letter of Qwest Communications", filed October 4, 2007, was sent via UPS overnight mail to the Oregon Public Utility Commission.

A copy of the filing was sent via U.S. Mail and email to the service list below.

Alex M. Duarte	Ted D. Smith
Qwest Corporation	Stoel Rives LLP
421 SW Oak St., Suite 810	201 S. Main, Suite 1100
Portland, OR 97204	Salt Lake City, UT 84111
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DAVIS WRIGHT TREMAINE LLP

By: Barbara Jasswell