

UNITED STATES OF AMERICA
BEFORE THE FEDERAL TRADE COMMISSION
OFFICE OF THE ADMINISTRATIVE LAW JUDGES

10 11 2018
592562

In the Matter of)
)
)
BENCO DENTAL SUPPLY CO.,)
a corporation,)
)
HENRY SCHEIN, INC.,)
a corporation, and)
)
PATTERSON COMPANIES, INC.,)
a corporation.)
_____)

ORIGINAL

DOCKET NO. 9379

**RESPONDENT BENCO DENTAL SUPPLY CO.’S MOTION TO ADMIT PRIOR
TESTIMONY FROM OTHER PROCEEDINGS**

In accordance with FTC Rule 3.43(b), Respondent Benco Dental Supply Co. respectfully moves to admit a series of prior deposition transcripts from *SourceOne Dental, Inc. v. Patterson Companies, Inc.*, 15-cv-5440 (E.D.N.Y.) and *In Re: Dental Supplies Antitrust Litigation*, 1:16-cv-00696 (E.D.N.Y.): RX1121-38 (prior depositions¹).

Complaint Counsel has also moved to admit deposition transcripts from these matters and stated in its motion that the Respondents “have not consented to the admissibility of these

¹ The prior depositions include Brian Evans – Director of Sales for the West, Benco (11-21-2016) (RX1121), Mike Wade – former Regional Manager in Arizona, Benco; current Western Regional Manager, Southern Dental Industries (11-22-2016) (RX1122), Steven Desautel – Vice Presidents of Sales and Marketing, Dental Health Products, Inc. (1-26-2017) (RX1123), Mark Rowe – Director of Sales, Benco (1-31-2017 (RX1124) and 8-1-2017 (RX1132)), Rick Dunn – Regional Manager for Dallas, Benco (2-1-2017 (RX1125) and 8-1-2017 (RX1133)), Ron Fernandez – former Regional Manager for San Antonio, Austin, and Houston, Benco; current Salesman, Gideon Services (2-3-2017 (RX1126) and 8-17-2017 (RX1134)), Chuck Cohen – Managing Director, Benco (6-16-2017 (RX1130) and 10-27-2017 (RX1137)), Mike McElaney – current Vice President of Sales and Branch Operations, Benco; former Acting Director of the Northeast District, Benco (RX1128), Pat Ryan – Director of Sales for Strategic Markets, Benco (RX1129), John Johnson – Benco Expert Witness (6-27-2017 (RX1131) and 1-10-2018 (RX1138)), and Jeffrey Reece – Vice President of Sales and Marketing, Burkhart (individual (RX1135) and as corporate designee (RX1136)).

transcripts.”² That is not Benco Dental’s position. We do not contest the admissibility of Complaint Counsel’s desired depositions. We believe, though, that the Court should treat all deposition transcripts from these litigations equally and also admit our requested deposition transcripts from the same cases. Because Complaint Counsel has not consented to the admission of these deposition transcripts, we ask that the Court grant this motion and admit both parties’ requested deposition transcripts from these two prior cases.

Where one party did not participate in the prior proceeding and does not consent to admission, Rule 3.43(b) nevertheless permits the admission of prior deposition testimony on a motion showing that (1) the prior testimony would not be duplicative, (2) it would not present unnecessary hardship to a party or delay to the proceedings, and (3) it would aid in the determination of the matter. The requested deposition transcripts meet these requirements.

First, the requested prior testimony would not be duplicative of other testimony in this

Counsel apparently considers Respondents' decisions relating to the Texas Dental Association to be an important prong of its case and has included numerous documents on its exhibit list containing statements from or references to these witnesses.³ The Court would benefit from hearing what these witnesses have said under oath, especially about these documents.

For all these reasons, we respectfully ask that the Court admit the prior case materials.

Dated: October 11, 2018

Respectfully submitted,

By: /s/

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Counsel For Respondent Patterson Companies, Inc.

October 11, 2018

By: s/ Kenneth L. Racowski
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CERTIFICATE OF ELECTRONIC FILING

I certify that the electronic copy sent to the Secretary of the Commission is a true and correct copy of the paper original and that I possess a paper original of the signed documents that is available for review by the parties and the adjudicator.

October 11, 2018

By: /s/ Kenneth L. Racowski
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Notice of Electronic Service

I hereby certify that on October 12, 2018, I filed an electronic copy of the foregoing RESPONDENT BENCO DENTAL SUPPLY CO.'S MOTION TO ADMIT PRIOR TESTIMONY FROM OTHER PROCEEDINGS, with:

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I hereby certify that on October 12, 2018, I served via E-Service an electronic copy of the foregoing RESPONDENT BENCO DENTAL SUPPLY CO.'S MOTION TO ADMIT PRIOR TESTIMONY FROM OTHER PROCEEDINGS, upon:

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