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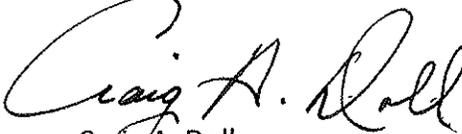
Rosemary Chiavetta, Secretary
Pennsylvania Public Utility Commission
Commonwealth Keystone Building
400 North Street
P.O. Box 3265
Harrisburg, PA 17105-3265

Re: Transfer Application of Great Valley Moving and Storage, Inc.
A-2011-2277027

Dear Secretary Chiavetta:

Enclosed please find the original Verified Statement of Applicant which had been electronically filed this date. A paper copy of the Verified Statement has been forwarded to the Motor Carrier Services division. If you have any questions, please feel free to contact this office.

Very truly yours,


Craig A. Doll

cc: Great Valley Moving
J. Kwiatkowski

VERIFIED STATEMENT OF APPLICANT

THE FOLLOWING INFORMATION IS REQUIRED BY THE COMMISSION TO DETERMINE THE APPLICANT'S FITNESS TO OPERATE. STATEMENTS SHOULD BE TYPED OR PRINTED. ILLEGIBLE STATEMENTS WILL DELAY YOUR APPLICATION.

A - 2011 - 2277027

PUC Application Docket No.

Great Valley Moving & Storage Inc. (Benjamin J. Hane)

Legal Name of Applicant

Trade Name, if any

1313 Dunsinane Dr.
Street Address (principal place of business)

West Chester
City or Municipality

Pa.
State

19380
Zip Code

The Verified Statement of the Applicant is more or less a business plan, or your proposal for providing the transportation service for which you are making application. Prior to deciding to make application for operating authority from the Public Utility Commission, you likely gave much consideration to the manner in which you would operate the business in order that you could provide satisfactory service to your customers and so that you could make a reasonable profit. As part of the application process, you must provide the Commission with your proposal to provide the transportation service.

At minimum, the Verified Statement of the Applicant should include a discussion of the numbered items listed below and on the following pages. You are encouraged to provide as much information as possible about the particular subject as is necessary to fully explain your plan. If you fail to provide sufficient information about the subjects listed below, it may cause the review of your application to be delayed until you provide the necessary information. If you need more space to provide your explanation, please attach additional pages that list the appropriate item by number.

1. Identify the person making the Verified Statement on behalf of the applicant. If the applicant is a sole proprietor making the statement, this will be the same information as provided above. If an employee/officer of applicant is making the statement, give name, title, business address and telephone number, and indicate that the applicant's directors/owners/partners/etc. have authorized the witness to speak for the business.

I Benjamin J. Hane. Owner and operator of
Great Valley Moving & Storage Inc.

2. List the applicant's affiliation (owner, manager, controls) with any other carrier, with the description of affiliation.

3. Describe your business experience, particularly any experience relating to the operation of a transportation service. You may also include an explanation of education or training that you believe may be relevant.

I have 4 years of experience owning and operating Great Valley Moving. Providing commercial and house hold moves from one state to another state. I have over 15 years experience in the moving industry before that working for another moving company.

4. Describe your facilities, record maintenance plan and your communication network. Please include a description of your physical location, to include the office area, office machines that will be utilized, and the facility to house vehicles. Household goods in use carriers should include a description of their storage facilities, if applicable. Please include an explanation of your plan to maintain records required by the PUC, as well as normal business records. In regard to your communication network, please explain how you will receive customer requests for transportation, how you will dispatch the vehicles to fulfill the request, and how you will maintain continuous communication with your drivers. Finally, please state your intended business hours.

* Please see attached sheet.

5. Please state the number of employees you intend to use, along with a description of their duties. Please explain why that number of employees is appropriate to provide reasonable and efficient service to the geographical territory you will be serving. (Do not address drivers in your explanation about this item; drivers are addressed separately in item # 6).

To date I work on each job and I have 3 other full time employees. As the company grows I plan on hiring more employees. Their duties are labor. They pack, carry furniture and help load the truck.

6. Please state the number of drivers you intend to use or hire in your business and explain why that number of drivers is appropriate for the size of the geographical territory you will be serving. In addition, please explain:

- Your hiring standards for drivers;
- Your system to ensure prospective drivers will be subject to a criminal background check;
- Your driver training program;
- Your system for ensuring that your drivers are properly licensed at all times;
- Your system to ensure that all drivers will be subject to a criminal background check every two years;
- Your policies regarding alcohol and drug use by your drivers.

As of now the only driver Great Valley has is myself (Ben Kave)
As the company grows I plan on hiring more drivers to handle the work that comes in to meet the level of work needed in the geographical area.

* Please see attached sheet for remaining answers

7. Please state the number of vehicles you plan to use in your business and why that number is appropriate to provide reasonable and efficient service to the geographical territory you will be serving. If you have already obtained vehicles for your business, please list them in the chart below. Taxicabs and limousines may not be used if the vehicle's age is greater than eight model years.

Right now Great Valley Moving has one truck. If and when the company grows I will lease or purchase another (or more) moving vans.

<u>YEAR</u>	<u>MAKE</u>	<u>MODEL</u>	<u>SEATING CAPACITY</u>	<u>VEHICLE ID #</u>
2010	International	4300	3	1HTmmaANIAH171S62

8. Describe your vehicle safety program. Please include the following in your explanation:
- Your periodic vehicle maintenance plan;
 - Your system for ensuring your vehicles will continuously comply with Pennsylvania's equipment standards (67 Pa. Code, Chapter 175) that are applicable to the type of vehicles used in your business;
 - Your system for ensuring your vehicles will maintain compliance with the PUC's requirements for passenger service at 52 Pa. Code, Section 29.403 (applicable to passenger applicants only);
 - Your system for replacing vehicles once they are greater than eight model years in age in compliance with 52 Pa. Code, Section 29.314(d) (applicable to taxicabs) or 52 Pa. Code, Section 29.333(e) (applicable to limousines);
 - Your system for ensuring the filing of an annual vehicle list (taxicabs and limousines);
 - Your system for ensuring your vehicles will comply with the requirements of 49 CFR Parts 393 and 396, as adopted by the PUC at 52 Pa. Code, Chapter 37 (applicable to HHG applicants).

a. The state of PA requires all commercial trucks to be inspected 2 times a year. Also DOT requires that vehicle to be inspected once a year. Since I travel a lot I have regular maintenance done on my truck. It works out to be that every 2-3 months the truck is in for a "pm" inspection.

9. Please explain what steps you have taken to determine if you can obtain and pay the premiums to maintain insurance coverage for the proposed number of vehicles for your business.

I pay full coverage for my company and vehicle. As of now I would not be adding ~~the~~ any vehicles. Also part of each job's pay goes into a budget for next year's insurance bill.

Please see attached sheet

10. Please describe your customer service standards. Within your description, please explain:

- Your plan to inform customers of the procedures for filing complaints with the PUC;
- Your intended customer complaint resolution procedure.

I have a very high standard for customer service. If a complaint does arise I will have a link to the PUC website specifically leading them to "How to file informal complaints." My goal before that happens would be to try to resolve any complaints through talking with the customer, finding out exactly what their complaint is and how Great Valley Moving can resolve this.

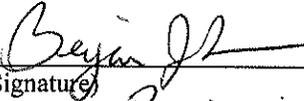
11. Criminal Record. Have you been convicted of a misdemeanor or felony for which you remain subject to supervision by a court or correctional institution?

_____ YES NO

12. Financial Data. In addition to demonstrating your technical fitness, you must also demonstrate that you possess the financial fitness to provide the proposed transportation service. Therefore you must complete both parts of the "Statement of Financial Position", which follows this page. The first part is the Balance Sheet. You need only provide the applicable information. The second part of the Statement of Financial Position is the Projected Income Statement. The projection is your estimation of expected revenues and specific expenses for one year. You should use the projected information, along with the financial data reported on your balance sheet to help you determine if proposed business can be feasible. Please feel free to also provide clarification information with your "Statement of Financial Position", which explains why you believe you have sufficient funds to ensure your transportation business can provide reliable service to the public in a safe manner.

Verification of Statement

The undersigned deposes and says that he/she is authorized to and does make this verification and that the facts set forth therein are true and correct to the best of his/her knowledge, information, and belief. The undersigned understands that false statements herein are made subject to penalties of 18 Pa. C. S. Section 4904 relating to unsworn falsification to authorities.



(Signature)

Benjamin J. Kane President

(Name and Title, printed or typed)

3/17/12

(Date)

Question #4.

Facilities,

In my office I store and organize all information and records. All records for the company are stored in my home office. Everything is labeled accordingly and filed away alphabetically. In the office I have a computer with internet access, a copier, fax machine and scanner. I also have a smart phone, which helps to stay connected when I'm out of the office and on the road. I can still receive emails and all calls are forwarded from my office to my phone.

Great Valley Moving's one truck is parked in lot attached to a warehouse. I have a section in the warehouse where I store my supplies needed for jobs. That warehouse is located in Malvern, PA.

Great Valley advertises through a few intranet sites, realty groups and ads in local publishings, however, the majority of my work comes from referrals. I receive requests by phone and email. After I receive the request for a potential move, I set up a time for an in-home estimate. When the job is scheduled and we agree on a move date, that job is scheduled on my calendar and the staff is notified. The day of the move we meet at the warehouse parking lot. The driver of the job carries all the information needed for the job. (i.e. customer name, address, phone number and final destination, plus the estimate and bill of lading for that job). I am currently the sole driver for the company. As Great Valley grows and more drivers are hired, the drivers will have all that information. Each driver will also have a smart phone, which will allow me to send emails and updates for their day and I will be able to reach them by a phone call. We will continue to meet in the same location each morning.

The intended office hours are Monday- Friday from 7:00 am till 6:00 pm. I am constantly receiving and responding to emails as they come to my phone. The office hours are easier to schedule. When jobs come in they are scheduled to the customers time table.

Question #6.

Each driver will fill out an application, specific for drivers. In this application I will request full name, address and social security #, and driver license #. I will also ask for past employment history, if any, for driving, and any history for commercial driving. Before being hired they will be required to pass a drug test and a criminal background check. I will also require a copy of their current drivers license. My insurance company will verify their driving record. If they are hired, the insurance company will automatically check their driving record for each year they remain on the policy. I can request additional checks into their driving record if needed for each driver. Each driver will undergo a criminal background check through a trusted, provided service. The plan includes automatic screening as needed. Every two years, or as needed, each driver's criminal background will be checked. I will keep a file on every employed driver current

with application, copy of CDL licensing, and when the next date of expected criminal background check.

If driving a CDL required vehicle, that driver will first need to pass the required CDL test. I will also personally require them to go on the road with me. I will test their knowledge of the truck they will be driving. I will also ask them to perform a pre-trip inspection and they will need to keep a log book. After that we will take the truck on the road. I will drive back roads and highway with them making sure that they know how to handle the truck safely in all driving and traffic conditions.

One of the requirements for being hired is that they pass a drug test. Also DOT requires that all drivers be subject to random drug testing. Great Valley Moving is part of a drug consortium. Each hired driver will be added to that consortium and subject to random drug testing.

I have a no tolerance policy for any drug or alcohol use for Great Valley Moving. If they are found not passing the drug test before being hired, they will not be hired. If they are found not passing the drug test after they are hired they will be placed on suspension and not allowed to drive.

Question # 8.

f. When Great Valley Moving was started I applied for a PUC commercial license. Because of the application process I had a safety review done on the company. I was found to have a satisfactory rating from, the officer that performed the review.

Question #9.

Since Great Valley Moving has been in operation since September 2008. I have been required to provide full insurance coverage for the company and vehicle. DOT requires full liability coverage for vehicle and company. I also have work mans comp coverage for all employees. As the company grows I will set a budget for future equipment that will be added.

Great Valley Moving & Storage, Inc.

Balance Sheet

As of December 31, 2011
Dec 31, 11

Total Current Liabilities	12,058.78
Long Term Liabilities	
Loan Payable-Ford	14,887.74
Capital Lease Obligation-Mover	32,347.43
Shareholder Loan	16,090.20
Total Long Term Liabilities	<u>63,325.37</u>
Total Liabilities	75,384.15
Equity	
Capital Stock	100.00
Retained Earnings	-21,191.35
Kane Capital	
Shareholder Contributions	5,650.00
Shareholder Distributions	<u>-19,500.00</u>
Total Kane Capital	-13,850.00
Net Income	<u>9,246.75</u>
Total Equity	<u>-25,694.60</u>
TOTAL LIABILITIES & EQUITY	<u><u>49,689.55</u></u>

Great Valley Moving & Storage, Inc.

Balance Sheet

As of December 31, 2011
Dec 31, 11

ASSETS

Current Assets

Checking/Savings

PNC Bank 13,947.57

Total Checking/Savings 13,947.57

Other Current Assets

Undeposited Funds 6,177.00

Total Other Current Assets 6,177.00

Total Current Assets 20,124.57

Fixed Assets

Ford Pick-Up 40,027.12

Tractors and Trailers

Accumulated Depreciation -67,489.00

Tractors and Trailers - Other 56,700.00

Total Tractors and Trailers -10,789.00

Total Fixed Assets 29,238.12

Other Assets

Start-Up Costs

Accumulated amortization -5,832.00

Start-Up Costs - Other 6,158.86

Total Start-Up Costs 326.86

Total Other Assets 326.86

TOTAL ASSETS 49,689.55

LIABILITIES & EQUITY

Liabilities

Current Liabilities

Credit Cards

Bank of America-CC 8,018.10

PNC Bank-CC 3,892.68

Total Credit Cards 11,910.78

Other Current Liabilities

Payroll Liabilities

EE PA LST 148.00

Total Payroll Liabilities 148.00

Total Other Current Liabilities 148.00

Great Valley Moving & Storage, Inc.
Profit & Loss
January 2008 through December 2011

	Jan - Dec 08	Jan - Dec 09	Jan - Dec 10	Jan - Dec 11	2012 - Projection
Ordinary Income/Expense					
Income			67%	29%	20%
Gross Trucking Income	3,566	139,707	232,708	301,125	361,350
Storage Income	0	2,970	6,570	0	0
Total Income	3,566	142,677	239,278	301,125	361,350
Cost of Goods Sold					
Moving Costs & Storage	0	0	23,717	19,302	23,183
Fuel	353	13,564	980	26,170	33,803
Subcontracted Services	0	9,106	8,133	4,185	5,022
Moving Supplies	4,226	4,762	10,476	13,054	15,665
Truck Repairs & Maintenance	2,167	5,806	2,821	4,803	5,523
Total COGS	6,746	33,038	46,137	69,313	83,176
Gross Profit	-3,180	109,639	193,142	231,812	278,174
Expense					
Employee Compensation					
Officer Compensation	0	0	0	62,400	74,880
Payroll Expenses	0	31,152	86,048	56,930	68,316
Payroll Taxes-ER	0	3,366	8,871	11,408	13,689
Total Employee Compensation	0	34,518	94,918	130,737	156,885
Tax Expense	0	0	0	146	150
Amortization expense	5,010	411	411	0	0
Payroll Fees	0	528	1,331	1,384	1,660
Fines and Penalties	137	229	100	40	50
Advertising and Promotion	290	4,526	3,644	2,878	3,454
Automobile Expense					
Fuel for Estimates	101	239	90	0	0
Automobile Expense - Other	0	1,218	20,704	1,680	2,018
Total Automobile Expense	101	1,457	20,794	1,680	2,016
Bank Service Charges	70	41	588	1,440	1,500
Business Licenses and Permits	83	1,332	571	5,086	5,000
Computer and Internet Expenses	0	73	0	0	0
Depreciation Expense	902	33,909	18,149	18,000	18,000
Dues and Subscriptions	0	475	720	685	1,000
Equipment Rental	0	2,845	10,487	20,265	24,318
Insurance Expense	1,703	10,907	15,283	20,474	24,568
Interest Expense	62	2,971	5,786	5,091	5,000
Meals and Entertainment	33	1,741	3,324	3,162	3,785
Miscellaneous Expense	0	238	8,748	100	100
Office Supplies	7	110	239	185	185
Postage and Delivery	0	114	703	16	16
Printing and Reproduction	0	0	0	191	191
Professional Fees					
Accounting Fees	0	0	0	850	1,500
Professional Fees - Other	0	0	610	1,880	2,000
Total Professional Fees	0	0	610	2,730	3,500
Rent Expense	120	1,556	146	480	1,000
Repairs and Maintenance	0	153	63	57	57
Small Tools and Equipment	107	53	0	0	0
Telephone Expense	0	0	625	906	1,200
Travel Expense	0	3,967	4,802	6,595	7,914
Uniforms	232	304	84	238	500
Total Expense	8,857	102,459	180,226	222,565	262,058
Net Ordinary Income	-12,037	7,180	2,916	9,247	16,116
Other Income/Expense					
Other Income					
Realized Gain / Loss	0	-13,960	0	0	0
Interest Income	0	-382	0	0	0
Total Other Income	0	-14,322	0	0	0
Other Expense					
Other Expenses	0	4,928	0	0	0
Total Other Expense	0	4,928	0	0	0
Net Other Income	0	-19,250	0	0	0
Net Income	-12,037	-12,070	2,916	9,247	16,116
EBTDA (Analysis)					
Depreciation	902	33,909	18,149	18,000	18,000
Interest Expense	62	2,971	5,786	5,091	5,000
	964	36,880	23,935	23,091	23,000
EBITDA	-11,072	24,810	26,851	32,336	39,116
Officer Compensation	0	0	0	62,400	74,880
	-11,072	24,810	26,851	94,736	113,996

Great Valley Moving & Storage, Inc.
Profit & Loss
January 2008 through December 2011

	Jan - Dec 11	2012 - Projection
Ordinary Income/Expense		
Income		20%
Gross Trucking Income	301,125	361,350
Storage Income	0	0
Total Income	301,125	361,350
Cost of Goods Sold		
Moving Costs & Storage	19,302	23,163
Fuel	28,170	33,803
Subcontracted Services	4,165	5,022
Moving Supplies	13,034	15,855
Truck Repairs & Maintenance	4,603	5,523
Total COGS	69,313	83,176
Gross Profit	231,812	278,174
Expense		
Employee Compensation		
Officer Compensation	62,400	74,880
Payroll Expenses	56,930	68,316
Payroll Taxes-ER	11,408	13,689
Total Employee Compensation	130,737	156,885
Tax Expense	146	150
Amortization expense	0	0
Payroll Fees	1,364	1,660
Fines and Penalties	40	50
Advertising and Promotion	2,878	3,454
Automobile Expense		
Fuel for Estimates	0	0
Automobile Expense - Other	1,880	2,016
Total Automobile Expense	1,880	2,016
Bank Service Charges	1,440	1,500
Business Licenses and Permits	5,086	5,000
Computer and Internet Expenses	0	0
Depreciation Expense	18,000	18,000
Dues and Subscriptions	685	1,000
Equipment Rental	20,265	24,318
Insurance Expense	20,474	24,568
Interest Expense	5,091	5,000
Meals and Entertainment	3,162	3,795
Miscellaneous Expense	100	100
Office Supplies	185	185
Postage and Delivery	16	16
Printing and Reproduction	191	191
Professional Fees		
Accounting Fees	850	1,500
Professional Fees - Other	1,880	2,000
Total Professional Fees	2,730	3,500
Rent Expense	480	1,000
Repairs and Maintenance	57	57
Small Tools and Equipment	0	0
Telephone Expense	906	1,200
Travel Expense	6,595	7,914
Uniforms	238	500
Total Expense	222,565	262,058
Net Ordinary Income	9,247	16,116
Other Income/Expense		
Other Income		
Realized Gain / Loss	0	0
Interest Income	0	0
Total Other Income	0	0
Other Expense		
Other Expenses	0	0
Total Other Expense	0	0
Net Other Income	0	0
Net Income	9,247	16,116
EBTDA (Analysis)		
Depreciation	18,000	18,000
Interest Expense	5,091	5,000
	23,091	23,000
EBITDA	32,338	39,116
Officer Compensation	62,400	74,880
	94,738	113,996

Great Valley Moving & Storage, Inc.
Profit & Loss
January 2008 through December 2011

	<u>2012 - Projection</u>
Ordinary Income/Expense	
Income	20%
Gross Trucking Income	361,350
Storage Income	<u>0</u>
Total Income	361,350
Cost of Goods Sold	
Moving Costs & Storage	23,163
Fuel	33,803
Subcontracted Services	5,022
Moving Supplies	15,665
Truck Repairs & Maintenance	<u>5,523</u>
Total COGS	<u>83,176</u>
Gross Profit	278,174
Expense	
Employee Compensation	
Officer Compensation	74,880
Payroll Expenses	68,316
Payroll Taxes-ER	<u>13,689</u>
Total Employee Compensation	156,885
Tax Expense	150
Amortization expense	0
Payroll Fees	1,660
Fines and Penalties	50
Advertising and Promotion	3,454
Automobile Expense	
Fuel for Estimates	0
Automobile Expense - Other	<u>2,016</u>
Total Automobile Expense	2,016
Bank Service Charges	1,500
Business Licenses and Permits	5,000
Computer and Internet Expenses	0
Depreciation Expense	18,000
Dues and Subscriptions	1,000
Equipment Rental	24,318
Insurance Expense	24,568
Interest Expense	5,000
Meals and Entertainment	3,795
Miscellaneous Expense	100
Office Supplies	185
Postage and Delivery	16
Printing and Reproduction	191
Professional Fees	
Accounting Fees	1,500
Professional Fees - Other	<u>2,000</u>
Total Professional Fees	3,500
Rent Expense	1,000
Repairs and Maintenance	57
Small Tools and Equipment	0
Telephone Expense	1,200
Travel Expense	7,914
Uniforms	<u>500</u>
Total Expense	<u>262,058</u>
Net Ordinary Income	16,116
Other Income/Expense	
Other Income	
Realized Gain / Loss	0
Interest Income	<u>0</u>
Total Other Income	0
Other Expense	
Other Expenses	<u>0</u>
Total Other Expense	<u>0</u>
Net Other Income	<u>0</u>
Net Income	<u>16,116</u>
EBTDA (Analysis)	
Depreciation	18,000
Interest Expense	<u>5,000</u>
	23,000
EBITDA	39,116
Officer Compensation	<u>74,880</u>
	113,996