

# TRISTATE

## TRISTATE HOUSEHOLD GOODS TARIFF CONFERENCE, INC.

### MAILING ADDRESS

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### OFFICE HOURS

Monday-Friday  
8:30 A.M.—5:00 P.M.

KENNETH D. SATALOFF, EXECUTIVE SECRETARY

EMAIL: [tristatetariff@gmail.com](mailto:tristatetariff@gmail.com)

April 23, 2012

**RECEIVED**

APR 27 2012

Rosemary Chiavetta, Secretary  
Secretary's Bureau  
Pennsylvania Public Utility Commission  
Keystone Building 2nd Floor  
400 North Street  
Harrisburg, PA 17120

PA PUBLIC UTILITY COMMISSION  
SECRETARY'S BUREAU

Dear Secretary Chiavetta:

Enclosed herewith are two (2) copies of 2nd Revised Page 106-D and 1st Revised Page 106-E to Tariff Freight Pa. P.U.C. No. 54, issued by Tristate Household Goods Tariff Conference, Inc., Agent, under power of attorney, and sent to you in compliance with the requirements of the Pennsylvania Public Utility Law.

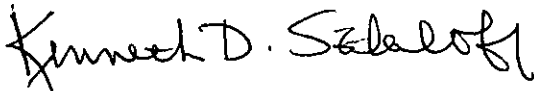
Wall's/Delaware Valley Havertown/Westtown Movers, LLC @ A-8910987 is seeking an increase in hourly rates for Bucks, Chester, Delaware, Montgomery and Philadelphia counties and increases in packing container charges for the same areas.

Attached is the required information justifying the proposed increase in hourly and packing container charges.

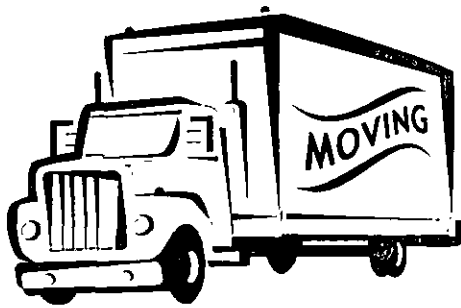
The proposed loose-leaf revisions are filed to become effective June 25, 2012.

Please receipt and return the duplicate copy of this transmittal letter in the enclosed self-addressed and stamped envelope.

Very truly yours,



Kenneth D. Sataloff  
Executive Secretary  
KDS/mlm  
Enclosures



# **Walls/Delaware Valley Havertown/Westtown Movers LLC**

203 Oakwynne Rd.  
Broomall, Pa. 19008

Phone 610-325-7600  
610-325-7601  
Fax 610-325-7391

Proposed Expenses from 2011-2012

April 23, 2012

	2011	2012	Projected
1-Rental locker at Public Storage to store our container supplies needed for packing services. 10x15 Locker \$278.00 per month	0	\$3,336	\$3,336
2-Hired new driver on March 30, 2012 @13.00 per hour/full time 40hrs per week estimated 40 weeks this year.	0	\$20,800	\$20,800
3- Promoted one of my employees on 1/18/2012 to Dispatch Manager for a salary of \$720.00 per week. He was previously paid hourly. 2011 w-2 was \$29,631.	\$29,631	\$37,440	\$7,809
4- Workers Comp 2011 final audit generated an additional \$4,871.00. I believe we will be close to this figure for our 2012 final audit also.	\$33,485	\$38,356	\$4,871
5-Website hoisting fee per month is \$ 60.00 per month Set up fee was \$580.00.	0	\$1,300	\$1,300

Very truly yours,

A handwritten signature in black ink that reads "Connie Matsko". The signature is written in a cursive, flowing style with a large loop at the end.

Connie Matsko

Contact Person: Kenneth D. Sataloff Area Code and Phone Number: (856) 231-9012

JUSTIFICATION STATEMENT FOR INCREASES BY COMMON CARRIERS OF PROPERTY

(Complete a separate form for each tariff, supplement, or set of revised pages)

Carrier Name: Wall's Delaware Valley Haverhill / Westtown Movers LLC Certificate No. A- 8910987

Carrier Address: 203 Oakwynne Road Broomall PA 19008

Freight Pa. P.U.C. No. \_\_\_\_\_ Supplement No. \_\_\_\_\_ to Freight Pa. P.U.C. No. \_\_\_\_\_

Revised Page No. (s) 2nd Revised Page 106-D to Freight Pa. P.U.C. No. 54 (Translated)  
~~1st Revised Page 106-E~~

Issued Date: 4-24-12 Effective Date: 6-25-12

Designate Increase Applicable To This Filing	Percentage Of This Increase	Intrastate Increase In Revenue Dollars	*Percentage Of Total Intrastate Traffic Affected
<input type="checkbox"/> All Rates and Charges			
<input checked="" type="checkbox"/> Accessorial Charges	Average 6.9% x	\$ 1,711	4.2%
<input type="checkbox"/> Rules	(6.9% \$24,794 - 2011 Packing equals \$1,711)		Revenue
<input checked="" type="checkbox"/> Hourly Rates	6.0%	\$ 33,573	
<input type="checkbox"/> Mileage Rates	(6.0% x \$559,550 (2011 Local Moving revenue equals \$33,573)		93.7%

\* Actual percentage must be shown. (Estimate if actual not available)

In accordance with Pa. Code, Title 52, Section 23.67, I certify my gross annual Pennsylvania Intrastate revenue was (amount) \$ 597,110.56 for the calendar year ending 12-31- 11, operating ratio was 96.3 % for the same period of time. If available, a more current 12-month period should be provided.

I certify for calendar year ending 12-31-\_\_\_\_ my gross annual Pennsylvania Intrastate revenue was less than \$200,000.00, and with operating ratio of no less than 93% before income taxes.

I certify for calendar year ending 12-31- 11 my total operating revenues amounted to \$ 602,041.06. I certify for calendar year ending 12-31- 11 my total operating expenses amount to \$ 579,595.73, or an operating ratio of 96.3 %.

I certify that the information in support of the proposed increases in rates are true and correct to the best of my knowledge and belief.

Carmie Malhe

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 2012 APR 27 AM 11:44  
 PA P.U.C. SECRETARY'S BUREAU

MOTOR CARRIER JUSTIFICATION FOR INCREASES  
IN RATES AND CHARGES FOR  
TRANSPORTATION OF PROPERTY

CARRIER NAME: Wall's / Delaware Valley Haverham /  
Watstown Movers, LLC A- 8910987

OPERATING INCOME STATEMENT

(A) - OPERATING REVENUES

	BASE YEAR ENDED 12-31-11	ADJUSTMENTS CLAIMED	PRIOR ADJUSTMENTS CLAIMED	PROJECTED YEAR ENDED
Interstate Oper. Rev.	\$ 4,930.50	\$ 246.53	—	5,177.03
Intrastate Oper. Rev.	597,110.56	35,283.85	—	632,394.41
TOTAL (A)	602,041.06	35,530.38	—	637,571.44

(B) - OPERATING EXPENSES

1. Equipment Maintenance & Garage Expense Total	24,187.74			24,187.74
2. Transportation Expense Total	288,359.63	20,800		309,159.63
3. Terminal or Station Expense Total	3,600.00	7,809		11,409.00
4. Traffic Solicitation or Sales, Tariffs & Advertising Expense Total	2,407.41			2,407.41
5. Insurance & Safety Expense Total	57,874.60	4,871		62,745.60
6. Administrative & General Expense Total	189,314.84	4,636		193,950.84
7. Operating Taxes & License Expense Total	4,854.51			4,854.51
8. Depreciation & Amortization Expense Total	8,997.00			8,997.00
9. (Gain) or Loss on Disposition of Operating Assets - Net Total	—	—		—
TOTAL (B)	579,545.73	38,116.00		617,711.73
NET OPERATING REVENUE (LOSS) (A) - (B)	22,495.33	(2,585.62)		19,859.71
OTHER INCOME				
OTHER INCOME DEDUCTIONS				
NET INCOME BEFORE INCOME TAXES				
TOTAL INCOME TAXES - STATE & FED.				
NET INCOME AFTER INCOME TAXES				
OPERATING RATIO BEFORE INCOME TAXES (B) - (A)	96.3%			96.9%

MOTOR CARRIER JUSTIFICATION FOR INCREASES  
IN RATES AND CHARGES FOR  
TRANSPORTATION OF PROPERTY

CARRIER NAME: Walls/Delaware Valley Havertown/  
Westtown Motors, LLC A- 8910987

Itemization of Expense Adjustments Claimed in Column 2 on Page 1  
Increase (Decrease)

EQUIPMENT MAINTENANCE AND GARAGE EXPENSE		TRAFFIC SOLICITATION OR SALES, TARIFFS & ADVERTISING EXPENSE	
Supervision of Shop & Garage		Sales and Expenses	
Repairs to Shop and Garage		Tariffs and Schedules	
Operation & Maintenance of Service Equipment		Tickets & Baggage Checks	
Repairs to Shop and Garage Buildings & Grounds		Other Traffic Or Sales	
Light, Heat, Power & Water for Shops and Garage		Advertising	
Shop and Garage Expenses		TOTAL	
Repair to Revenue Equipment		INSURANCE AND SAFETY EXPENSE	
Servicing of Revenue Equipment		Salaries and Expenses - Insurance and Safety	
Tires & Tubes - Revenue Equipment		Public Liability and Property Damage Insurance	
TOTAL		Injuries and Damages	
TRANSPORTATION EXPENSE		Workmen's Compensation -	4,871
Supervision of Transportation		Workmen's Compensation - Self	
Driver's/Helper's Wages and Bonuses	20,500	Baggage and Cargo	
Fuel for Revenue Equipment		Baggage & Cargo Loss & Damage	
Purchased Transportation		Fire and Theft	
Road Expense		Other Insurance	
Bridge, Tunnel Tolls		TOTAL	4871
Wages of Miscellaneous Transportation Employees		ADMINISTRATIVE AND GENERAL EXPENSE	
Other Transportation Expense		Salaries of General Officers	
TOTAL	20,500	Expenses of General Officers	
TERMINAL OR STATION EXPENSE		Salaries of General Office Employees	
Salaries Terminal Employees (Property)	7,809	Expenses of General Office Employees	
Supplies and Expenses		Law Expenses	
Repairs to Station Buildings or Terminals & Equipment		General Office Supplies and Expenses	
Commission Agents and Connecting Lines		Communication Service	
Commission Paid		Outside Auditing Expenses	
Other Expenses Allowed		Employees' Welfare Expenses	
Interline Commissions Paid		Purchasing and Store Expenses <i>Website Hosting Fee</i>	1,300
Interline Commission Earned - Credit		Other General Expenses	3,336
Collection and Delivery		Management and Supervision Fees and Expenses (Supply Detail)	
Purchased Collection and Delivery or Local Cartage		Franchise Requirements - Debit	
TOTAL	7809	Franchise Requirements - Credit	
		Other Regulatory Commission Expenses	
		Uncollectible Revenues	
		TOTAL	4636

JUSTIFICATION STATEMENT FOR INCREASES BY COMMON CARRIERS OF PROPERTY

Carrier's Name Walls / Delaware Valley Haverfown / Westfown Movers, LLC  
Certificate Number A- 8910987

EXPLAIN BELOW THE REASON(S) FOR THIS PROPOSED INCREASE. CITE ANY UNUSUAL CIRCUMSTANCES.

The last changes in rates by applicant took effect August 15, 2011 through the filing of 1st Revised Page 106-D and Original Page 106-E to Tariff Freight Pa. P.U.C. No. 54, issued by Tristate Household Goods Tariff Conference, Inc., Agent.

Applicant is seeking an increase in hourly rates of 6% and average increase in packing container rates of 6.9%.

Applicant is seeking this increase to help offset increases in workers Comp. premiums, a new hire of a driver, promoting an existing employee to dispatch manager, new rental cost at a public storage for is container supplies and lastly a website hoisting fee of \$60.00 per month all shown on the attached correspondence from applicant.

Also attached are the Pa PUC justification forms required inasmuch of applicants 2011 gross Pa. revenues exceeded the \$500,000 threshold.

Competitive Rates:

Applicant is seeking a van and three (3) man charge of \$124.00 per hour.

1. SNJ REALTY CORPORATION A-8911561  
Van and three (3) man charge of \$129.00 per hour effective March 23, 2011  
4th Revised Page 92-A to Tariff Freight Pa. P.U.C. No. 54 (Tristate)
2. O'Malley Moving and Hauling, Inc. A-00099724  
Van and three (3) man charge of \$138.00 per hour effective September 29, 2008.  
6th Revised Page 74 to Tariff Freight Pa. P.U.C. No. 54 (Tristate)
3. Jensen Movers and Storage, Inc. A-00097742  
Van and three (3) man charge of \$129.00 per hour effective August 15, 2011.  
10th Revised Page 59 to Tariff Freight Pa. P.U.C. No. 54 (Tristate)
4. Hammer's Moving & Storage, Inc. A-00091409  
Van and three (3) man charge of \$129.00 per hour effective August 15, 2011.  
8th Revised Page 53 to Tariff Freight Pa. P.U.C. No. 54 (Tristate)

**TRISTATE HOUSEHOLD GOODS TARIFF CONFERENCE, INC.**

2nd Revised Page 106-D cancels 1st Revised Page 106-D

FREIGHT PA. P.U.C. NO. 54

**WALL'S/DELAWARE VALLEY HAVERTOWN/WESTTOWN MOVERS, LLC**

Havertown, PA

Certificate No. A-8910987

In lieu of the applicable rates provided for in Tariff Freight Pa. P.U.C. No. 50 for the above carrier, the following hourly rates shall apply for shipments originating in Bucks, Chester, Delaware, Montgomery and Philadelphia Counties and transported distances of forty (40) miles and less.

**TRANSPORTATION RATE TABLE U - CLASS 1 SHIPMENTS (Item 5)**

Subject to Notes AA, 1 and 2 below, the transportation charges on any shipment shall be a COMBINATION of the applicable TRAVELING CHARGE named in Column 1 plus HOURLY CHARGE at applicable rates named in Columns 2 and 3.

EQUIPMENT AND MEN	COLUMN 1	◆ COLUMN 2	◆ COLUMN 3
	TRAVELING CHARGES ANY DAY (Flat Charges in Dollars)	HOURLY RATES (In Dollars)	
		SUNDAYS AND HOLIDAYS (ANY HOUR)	OTHER THAN SUNDAYS AND HOLIDAYS (ANY HOUR)
VEHICLE and Driver ....		80.50	66.00
Additional men; each .....	See Note AA	43.50	29.00
SUPERVISORS; each..	Below	45.00	30.00

**NOTE 1 - MINIMUM TRANSPORTATION CHARGES:** Sundays and Holidays: ◆4 hours at rates named in Columns 1 and 2.  
 ●Saturdays (any hour) and Weekdays: 4 hours at rates named in Columns 1 and 3.

**NOTE 2 -** When pianos are part of a move, the following flat charges will apply in addition to the hourly rates shown above:

- Baby Grand .....\$150.00
- Spinnet .....75.00
- Upright .....50.00
- ▲Grand.....300.00

●A charge of \$5.00 per step will be assessed over ten (10) steps.

**NOTE AA -** A flat charge based on one hour at the applicable transportation rates shown in Columns 2 or 3 when distance from original point of origin to final destination is 10 miles or less.

A flat charge based on one and one half hours at the applicable transportation rates shown in Columns 2 or 3 when distance from original point of origin to final destination is more than 10 miles but not exceeding 20 miles.

A flat charge based on two hours at the applicable transportation rates shown in Columns 2 or 3 when distance from original point of origin to final destination is more than 20 miles but not to exceed 40 miles.

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APR 27 2012

PA PUBLIC UTILITY COMMISSION  
SECRETARY'S BUREAU

Abbreviations, Reference Marks and Symbols are explained on Page 4.

ISSUED: April 24, 2012

EFFECTIVE: June 25, 2012

Issued by: **KENNETH D. SATALOFF, Executive Secretary** P. O. Box 1385 Mt Laurel, NJ 08054-7385

**TRISTATE HOUSEHOLD GOODS TARIFF CONFERENCE, INC.**

1st Revised Page 106-E cancels Original Page 106-E

FREIGHT PA. P.U.C. NO. 54

**▲ WALL'S/DELAWARE VALLEY HAVERTOWN/WESTTOWN MOVERS, LLC**

Havertown, PA

Certificate No. A-8910987

In lieu of the applicable rates provided for in Tariff Freight Pa. P.U.C. Nos. 50-T and 51-W for the above carrier, the following accessorial charges shall apply for shipments originating in Bucks, Chester, Delaware, Montgomery, and Philadelphia Counties and transported distances of forty (40) miles and less and in excess of 40 miles.

<u>DESCRIPTION OF CONTAINER</u>	<u>◆ CONTAINER CHARGE:</u> (In Cents Per Each)
DRUM, DISH-PACK.....	700
CARTONS:	
Less than 3 cu. ft.....	275
3 cu. ft.....	375
4.5 cu ft.....	475
LAMP .....	700
MATTRESS CARTON .....	1000
MIRROR CARTON .....	700
WARDROBE CARTON .....	1900
(Rental Only) .....	●800
MATTRESS COVER .....	900
PAD, BLANKET .....	1600
TAPE (Per 50 ft roll) .....	1100
PAPER (Per 25 lb bundle) .....	3000
BUBBLE WRAP (25 feet long) .....	●2500
PAPER PADS (Per pad) .....	375
WRAP, SHRINK (Per Roll) .....	●3000

◆ In lieu of the applicable rates shown in Tariff Freight Pa. P.U.C. Nos. 50-T and 51-W for the above carrier, the container charge above will apply plus \$66.00 per hour or fraction thereof per vehicle and driver.

Abbreviations, Reference Marks and Symbols are explained on Page 4.

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EFFECTIVE: June 25, 2012

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