

SATALOFF TRANSPORTATION CONSULTANTS, INC.

MAILING ADDRESS: P.O. BOX 1385 • Mt. Laurel, NJ 08054-7385
(856) 727-3838 FAX: (856) 727-4844

Kenneth D. Sataloff, President

June 18, 2012

Rosemary Chiavetta,
Secretary
Pennsylvania Public Utility Commission
P. O. Box 3265
Harrisburg, PA 17105-3265

Dear Secretary Chiavetta:

Enclosed herewith are two (2) copies of Tariff Freight Pa. P.U.C. No. 11 cancelling Tariff Freight Pa. P.U.C. No. 10, issued by Sloane Moving and Storage, Co., Inc.

Applicant is seeking an increase in its hourly rates which have not been changed since August 25, 2008.

Also enclosed is justification data in support of the proposed increase in hourly rates.

The proposed tariff is being filed on sixty (60) days advance notice and effective September 4, 2012 unless further extended.

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

Respectfully yours,

Kenneth D. Sataloff
President
KDS/mlm
Enclosures

cc: Mr. Patrick J. Stanton, President
Sloane Moving and Storage Co., Inc.

PA P.U.C.
SECRETARY'S BUREAU

2012 JUN 20 AM 11:00

RECEIVED

JUSTIFICATION STATEMENT FOR INCREASES BY COMMON CARRIERS OF PROPERTY

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

Carrier Name: Sloane Mowing and Storage, Inc. Certificate No. A-0010F516

Carrier Address: 855 Township Line Road, Elkins Park PA 19117

Freight Pa. P.U.C. No. 11 Supplement No. to Freight Pa. P.U.C. No.

Revised Page No.(s) to Freight Pa. P.U.C. No.

Issued Date: 6-20-12 Effective Date: 9-4-12

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 type="checkbox"/> Accessorial Charges			
<input type="checkbox"/> Rules			
<input checked="" type="checkbox"/> Hourly Rates	4.3%	\$33,375	100%
<input type="checkbox"/> Mileage Rates	(4.3% x \$776,179 - 2011 local mowing revenues equals \$33,375)		

* 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) \$1,108,827 for the calendar year ending 12-31-11, operating ratio was 99.8 % 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 \$1,383,821. I certify for calendar year ending 12-31-11 my total operating expenses amount to \$1,381,012, or an operating ratio of 99.8%.

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.

John L. Sator

RECEIVED
2012 JUN 20 AM 11:00
PA P.U.C.
SECRETARY'S BUREAU

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

CARRIER NAME: SLOANE MOVING & STORAGE, Inc A-00108516

(A) - <u>OPERATING REVENUES</u>	<u>OPERATING INCOME STATEMENT</u>		PRIOR ADJUSTMENTS CLAIMED	PROJECTED YEAR ENDED
	BASE YEAR ENDED	ADJUSTMENTS CLAIMED		
Interstate Oper. Rev.	274,994	\$ 13,750		288,744
Intrastate Oper. Rev.	1,008,827	\$ 33,376		1,142,203
TOTAL (A)	1,383,821	\$ 47,126		1,430,947

(B) - <u>OPERATING EXPENSES</u>	<u>OPERATING INCOME STATEMENT</u>		PRIOR ADJUSTMENTS CLAIMED	PROJECTED YEAR ENDED
	BASE YEAR ENDED	ADJUSTMENTS CLAIMED		
1. Equipment Maintenance & Garage Expense Total	7558			
2. Transportation Expense Total	832,276			
3. Terminal or Station Expense Total	223,823			
4. Traffic Solicitation or Sales, Tariffs & Advertising Expense Total	65,949			
5. Insurance & Safety Expense Total	128,709			
6. Administrative & General Expense Total	57,483			
7. Operating Taxes & License Expense Total	63,439			
8. Depreciation & Amortisation Expense Total	1,775			
9. (Gain) or Loss on Disposition of Operating Assets - Net Total	0			
TOTAL (B)	1,381,012	= 0		1,381,012

NET OPERATING REVENUE (LOSS) (A) - (B)	2,809	47,126	=	49,935
OTHER INCOME	21,142			
OTHER INCOME DEDUCTIONS	12,241			
NET INCOME BEFORE INCOME TAXES	23,951			
TOTAL INCOME TAXES - STATE & FED.	3,447			
NET INCOME AFTER INCOME TAXES	20,504			
OPERATING RATIO BEFORE INCOME TAXES TAXES (B) - (A)	99.8%			96.5%

JUSTIFICATION STATEMENT FOR INCREASES BY COMMON CARRIERS OF PROPERTY

Carrier's Name SLOANE MOVING AND STORAGE, INC.

Certificate Number A- 00108516

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

Sloane Moving and Storage, Inc. last received an approval from the Pennsylvania Public Utility Commission raising its hourly rates took effect in Tariff Freight Pa. P.U.C. No. 10 on August 25, 2008.

Due to the continuing effects of the unstable economy Sloane Moving and Storage, Inc. has been reluctant to increase its existing hourly rates but now finds themselves having no change but to seek a small increased adjustment of 4.3%. The proposed van and three (3) man charge is \$120.00 per hour from \$115.00.

In 2011 Sloane Moving and Storage, Inc. generated total revenues of \$1,383,821 with expenses for the same period of time being \$1,381,012, or a profit of \$2,809 and an operating ratio of 99.8%.

Approving the proposed increase in hourly rates hopefully will allow Sloane to show a greater profit. Sloane Moving and Storage Inc. ownership would desire to offer some increase in wages to its men, but without any reasonable profit margin it can't do so.

Competitive Rates

1. Lee's Moving & Storage, Inc. A-00106172

Van and three (3) man charge \$115.00 per hour effective June 30, 2008 through the filing of Tariff Freight Pa. P.U.C. No. 3.

Lee's has just filed with the Pennsylvania Public Utility Commission proposed Tariff Freight Pa. P.U.C. No. 4 seeking a van and three (3) man charge of \$124.00 per hour.

2. Fischer-Hughes Transport, Inc. A-00103976

Van and three (3) man charge \$123.00 per hour effective December 3, 2007 through the filing of Tariff Freight Pa. P.U.C. No. 9.

Sloane Moving and Storage, Inc. is seeking a new van and three (3) man charge of \$124.00 per hour.

Certificate No. A-00108516

FREIGHT PA. P.U.C. NO. 11
Cancels
Freight Pa. P.U.C. No. 10

SLOANE MOVING AND STORAGE CO., INC.

LOCAL MOTOR FREIGHT TARIFF

GOVERNING THE RIGHT

To transport, as a Class D carrier, household furniture in use between points in the City and County of Philadelphia, east of Broad Street and north of Erie Avenue and from points in the said area, to points in the counties of Philadelphia, Montgomery, Delaware, and Bucks and vice versa.

To transport, as a Class D carrier, property (excluding household goods in use and excluding perishable fruits and produce) between points in the City and County of Philadelphia.

To transport, as a Class D carrier, household goods, aircraft and personal property in use, including furniture, furnishings, stock and fixtures, equipment and works of art dwelling houses, stores, institutions and libraries, between points in the counties of Philadelphia, Delaware, Chester, Montgomery and Bucks, included within a line which connects the boundaries of Chester, West Chester, Norristown, Paoli, Doylestown and Morrisville, but not including said places.

To transport, as a Class D carrier, household goods, aircraft and other personal property in use, including furniture, furnishings, stock and fixtures, equipment and works of art of dwelling houses, stores, institutions and libraries, from points in the counties of Philadelphia, Delaware, Chester, Montgomery and Bucks, included within a line which connects the boundaries of Chester, West Chester, Norristown, Paoli, Doylestown, and Morrisville, but not including said places, to points in Pennsylvania within an airline distance of one-hundred fifty (150) statute miles of the Philadelphia City Hall.

For reference to Governing Publications see Rule 3, Page 2 of this tariff

ISSUED: JUNE 20, 2012

EFFECTIVE: SEPTEMBER 4, 2012

PATRICK J. STANTON, PRESIDENT
855 Township Line Road
Elkins Park, PA 19117

RULES AND REGULATIONS

RULE NO. 1 - CLASSIFICATION OF PROPERTY: FIRST PROVISO (CLASS 1 SHIPMENTS) ●

PERSONAL EFFECTS AND PROPERTY used or to be used in a dwelling when a part of the equipment or supply of such dwelling and such other similar property; except this subparagraph shall not be construed to include property moving from a factory or store, except such property as the householder has purchased with the intent to use in his dwelling and which is transported at the request of, and the transportation charges paid to the carrier by the householder.

RULE NO. 2 - DECLARED VALUE ●

Rates and charges named herein applicable when value declared by shipper does not exceed sixty cents (60) per pound, per article. For method of determining rates when value declared exceeds sixty cents see conversion Table of Rates, Section 4 of governing publication shown in (a) of Rule 3.

RULE NO. 3 - GOVERNING PUBLICATIONS ●

- (a) For the transportation of household goods in use transported a distance of forty (40) miles and less, this tariff is governed except as otherwise provided herein by Tariff Freight Pa. P.U.C. No. 6 issued by this carrier, supplements thereto and reissues thereof.
- (b) For the transportation of household goods in use transported distances of over forty (40) miles, refer to Carrier Directory CD 53, Freight Pa. P.U.C. No. 53, Tristate Household Goods Tariff Conference, Inc., Agent, supplements thereto and reissues thereof.

● - Indicates no change

● SECTION 1 - ADDITIONAL SERVICES

Rates and charges for Additional Services shown in this Section are in addition to all other rates in this tariff. Rates and charges apply on shipments when released to a value not exceeding \$60 cents per pound, per article. For rates to apply on shipments where the declared value exceeds 60 cents per pound, per article, see Rule 3 for Governing Publications.

PACKING AND UNPACKING:

Subject to Note 1 below, rates include:

- (1) Packing, unpacking and the use of packing containers and materials, or;
- (2) Packing and the packing containers and materials in the event that such packing containers and materials are retained by the shipper or consignee (see Note 1).

NOTE 1: Rates do not include unpacking and containers will be considered to have been retained by shipper.

(a) Where shipment is delivered to warehouse

or
(b) Where unpacking is performed other than at the time of delivery and at request of shipper.

SUBJECT	PER	RATES (In Dollars and Cents)
DRUM, DISH-PACK (Drum, dish-pack, barrel or other specially designed container, of not less than 5 cu. ft. capacity, for use in packing glassware, chinaware, bric-a-brac, table lamps or similar fragile articles).....	Each	\$25.00
CARTONS: (Note 1 & 2) Cartons less than 3 cu. ft.	Each	5.25
3 cu. ft. (Not less than 200 lb. test).....	Each	12.00
4 1/2 cu. ft. (Not less than 200 lb. test).....	Each	15.00
6 cu. ft. (Not less than 200 lb. test).....	Each	10.30
6 1/2 cu. ft. (Not less than 275 lb. test).....	Each	11.85
NOTE 1: When cartons of more than 3 cu. ft. capacity are used and no rate is shown for the size carton used, charge shall be based on the rate for the next lower size carton shown. NOTE 2: Length, width and depth by inches and cubical content must be shown on all cartons.		
WARDROBE CARTON not less than 6 cubic feet	Each	\$11.05
CRIB MATTRESS CARTON	Each	5.55
MATTRESS CARTONS:		
Not exceeding 39" x 75".....	Each	8.80
Not exceeding 39" x 80".....	Each	9.45
Not exceeding 54" x 75".....	Each	9.85
Exceeding 54" x 75".....	Each	15.15
MATTRESS COVER (paper or plastic).....	Each	5.00
CORRUGATED CONTAINERS: (Specially designed for paintings, glass or marble tops and similar fragile articles).....	Each	17.55
CRATES (other than corrugated) Specially designed for mirrors, paintings, glass or marble tops and similar fragile articles).....	Cu. Ft. or fraction thereof	4.20
Gross measurement of crate or container		Min. Charge \$17.65

● - Indicates no change

SECTION 2
SCHEDULE OF RATES
APPLICABLE ONLY ON SHIPMENTS TRANSPORTED FORTY (40) MILES AND UNDER

TRANSPORTATION RATE TABLE A - CLASS 1 SHIPMENTS (RULE 1)

Subject to Notes 1 to 7, 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 Column 2, 3 and 4.

Hourly rates apply from time of arrival of vehicles and men at first point of origin (continue during all loading, transportation from first point of origin to final destination and unloading) until completion of unloading and dismissal of vehicles and men by shipper at destination.

Traveling charges cover traveling to first point of origin and traveling from final destination, irrespective of actual time involved in such traveling.

EQUIPMENT AND MEN	COLUMN 1	COLUMN 2	COLUMN 3	COLUMN 4
	HOURLY RATES (In Dollars and Cents)			
	Traveling Charges, any day - (Flat Charge in Dollars)	SUNDAYS AND HOLIDAYS Any Hour	SATURDAYS Any Hour	OTHER THAN SATURDAYS, SUNDAYS AND HOLIDAYS
VEHICLE AND DRIVER.....	See Note 7 below	◆ 80.00	◆ 70.00	◆ 60.00
Additional Men; each..		55.00	40.00	30.00
SUPERVISORS; each.....		54.50	37.00	32.00

NOTE 1: Traveling Charges (Column 1) are in addition to Hourly Rates (Columns 2, 3 or 4)

NOTE 2: Hourly Rates (Columns 2, 3 and 4) are based on the day or days, as indicated, during which services are performed.

NOTE 3: Hourly Rates (Columns 2, 3 and 4) computed in half-hour periods; fraction of one-half hour considered one-half hour.

NOTE 4: When a Holiday falls on a Saturday, the rates named in Column 1 and 2 shall be applicable.

NOTE 5: Minimum Total Transportation Charges; Saturdays, Sundays and Holidays: eight hours at rates named in Column 2 or Column 3.

NOTE 6: Carrier will supply and charge for supervisor or supervisors as requested by shipper. Hourly rate for each supervisor will be computed from time of arrival of vehicles and men at first point of origin until completion of unloading and dismissal of vehicles and men at final destination unless other time of arrival or dismissal of supervisor is provided by agreement between shipper and carrier.

NOTE 7: Travel Charge will be the charge for one hour for equipment and men used based on the charge for the day in which their use is made.

◆ Indicates increase

Certificate No. A-00108516

FREIGHT PA. P.U.C. NO. 11
Cancels
Freight Pa. P.U.C. No. 10

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To transport, as a Class D carrier, household goods, aircraft and personal property in use, including furniture, furnishings, stock and fixtures, equipment and works of art dwelling houses, stores, institutions and libraries, between points in the counties of Philadelphia, Delaware, Chester, Montgomery and Bucks, included within a line which connects the boundaries of Chester, West Chester, Norristown, Paoli, Doylestown and Morrisville, but not including said places.

To transport, as a Class D carrier, household goods, aircraft and other personal property in use, including furniture, furnishings, stock and fixtures, equipment and works of art of dwelling houses, stores, institutions and libraries, from points in the counties of Philadelphia, Delaware, Chester, Montgomery and Bucks, included within a line which connects the boundaries of Chester, West Chester, Norristown, Paoli, Doylestown, and Morrisville, but not including said places, to points in Pennsylvania within an airline distance of one-hundred fifty (150) statute miles of the Philadelphia City Hall.

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CRATES (other than corrugated) Specially designed for mirrors, paintings, glass or marble tops and similar fragile articles).....	Cu. Ft. or frac- tion thereof	4.20 Min. Charge \$17.65
Gross measurement of crate or container		

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VEHICLE AND DRIVER.....	See Note 7 below	◆ 80.00	◆ 70.00	◆ 60.00
Additional Men; each..		55.00	40.00	30.00
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NOTE 7: Travel Charge will be the charge for one hour for equipment and men used based on the charge for the day in which their use is made.

◆ Indicates Increase

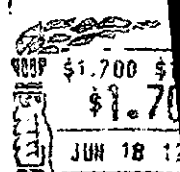
TRISTATE HOUSEHOLD GOODS TARIFF CONFERENCE, INC.

P.O. BOX 1385

MT. LAUREL, NEW JERSEY 08054-7385

IF NOT DELIVERED

FORWARDING AND ADDRESS CORRECTION REQUESTED



Rosemary Chiavetta, Secretary
Pennsylvania Public Utility Commission
P. O. Box 3265
Harrisburg, PA 17105-3265