



TWO PENN CENTER - SUITE 1400
1500 JOHN F KENNEDY BOULEVARD
PHILADELPHIA, PA 19102-1890
215.569.3535 • (FAX) 215.557.7426
WWW.SGTMLAW.COM

Richard T. Mulcahey, Jr.
Direct Dial No.: (215) 587-0107
e-mail: rmulcahey@sgtmlaw.com

December 4, 2012

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

RECEIVED
2012 DEC 13 AM 10:52
PA.P.U.C.
SECRETARY'S BUREAU

Re: Application of Charles E. Groff & Sons, Inc.

Dear Ms. Chiavetta:

Please be advised that this office represents the above captioned common carrier. Accordingly, I enclose herewith an Application for Motor Common Carrier or Motor Contract Carrier of Household Goods in Use together with our check in the amount of \$350.00 covering the filing fee.

Kindly acknowledge receipt of the enclosure by time-stamping the enclosed copy of this letter and returning to me in the self-addressed, stamped envelope provided.

Respectfully submitted,

Richard T. Mulcahey, Jr.

RTMJR/mac
Enclosure

cc: Charles E. Groff & Sons, Inc.

RECEIVED

2012 DEC 13 AM 10: 52

Pennsylvania Public Utility Commission
PO Box 3265
Harrisburg, PA 17105-3265
(717) 787-1227

PA.P.U.C.
SECRETARY'S BUREAU

Application for Motor Common Carrier or Motor Contract Carrier of Household Goods in Use.

THIS APPLICATION IS TO BE USED TO REQUEST A CERTIFICATE OF PUBLIC CONVENIENCE (FOR COMMON CARRIERS) OR PERMIT (FOR CONTRACT CARRIERS) TO OPERATE AS A COMMERCIAL CARRIER OF HOUSEHOLD GOODS IN USE.

1. **Legal Name of Applicant** (Individual, Partnership or Corporation)

Charles E. Groff & Sons, Inc.

2. **Trade Name** (if using a fictitious name registered with the Dept. of State)

N/A

Fictitious name and Registration number (if applicable)

N/A

3. **Physical Address** (do not use PO Box)

1284 Cloverleaf Road

Street Address

Mount Joy, PA 17552

City, State and Zip Code

(717) 606-6254

Telephone Number

Lancaster

County

4. **Mailing Address** (if different from Physical Address)

P. O. Box 84

Street Address

Mount Joy, PA 17552

City, State and Zip Code

5. **Attorney** (if applicable)

Richard T. Mulcahey, Jr.

(215) 587-0107

Attorney's Name & Telephone Number for this Filing

1500 John F. Kennedy Blvd., Suite 1400, Philadelphia, PA 19102
Attorney's Address

6. Does applicant currently hold or has ever held PA PUC authority?

No Yes, at PUC No. A- 00111137

7. Does applicant hold interstate federal operating authority?

No Yes, at No. _____

8. Are you one of the following? If yes, check below.

- Individual
 Partnership

9. Are you a business entity registered with the PA Department of State?

If YES, please check below the type of business that applies to this Application and provide the Entity ID Number given to you by the PA Department of State:

- Limited Partnership _____
Corporation Bureau Entity ID Number
- Limited Liability Partnership _____
Corporation Bureau Entity ID Number
- Limited Liability Company _____
Corporation Bureau Entity ID Number
- Corporation – For Profit 2549925
Corporation Bureau Entity ID Number
- Corporation – Nonprofit _____
Corporation Bureau Entity ID Number

If NO, contact the PA Department of State and apply according to how you will do business in PA:

- PA Corporations (Profit or Non-Profit) - File for Articles of Incorporation
- Foreign Corporations - File for a Certificate of Authority

PA Limited Partnerships,
Limited Liability Partnerships
Limited Liability Companies

File for an Application of Registration

Fictitious Name Registration - File **only if** Trade Name will be different than the business name you register with the Department of State

10. Attachment Checklist

- Individual: Certified Check, money order, or check from attorney
 Copy of Current Safety Rating (if available)
- Partnership: Certified Check, money order, or check from attorney
 List of names and addresses of ALL Partners
 Copy of Current Safety Rating (if available)
- Limited Partnership: Corporation Bureau Entity Number as entered above in #9
 Certified Check, money order, or check from attorney
 List of names and addresses of ALL Partners
 Copy of Current Safety Rating (if available)
- Limited Liability Partnership: Corporation Bureau Entity Number as entered above in #9
 Certified Check, money order, or check from attorney
 List of names and addresses of ALL Partners
 Copy of Current Safety Rating (if available)
- Limited Liability Company: Corporation Bureau Entity Number as entered above in #9
 Certified Check, money order, or check from attorney
 List of names and addresses of ALL Members and Title of each Member (even if only one member)
 Copy of Current Safety Rating (if available)
- Corporation – For Profit: Corporation Bureau Entity Number as entered above in #9
 Certified Check, money order, or check from attorney
 List of ALL Corporate Officers and Titles, name of each Shareholder and distribution of shares
 Copy of Current Safety Rating (if available)
- Corporation – Non-Profit: Corporation Bureau Entity Number as entered above in #9
 Certified Check, money order, or check from attorney
 List of ALL Corporate Officers, Titles and those on Board of Directors
 Copy of Current Safety Rating (if available)

11. Describe the service area proposed by this application.

(Use the space below or attach additional sheet if space provided is not sufficient).

SEE ATTACHED

12. Certification:

Applicant certifies that it is not now engaged in unauthorized intrastate transportation for compensation between points in Pennsylvania and will not engage in said transportation unless and until authorization is received from the Pennsylvania Public Utility Commission.

Applicant further certifies that it understands the requirements of the Pennsylvania Public Utility Commission, especially as they relate to safety and insurance and that it may be subject to civil penalties, suspension or cancellation of the Certificate for failure to comply with Commission requirements.

Applicant further certifies that it understands that it is subject to an annual assessment based upon its reported gross Pennsylvania intrastate revenues; said assessment to help defray expenses incurred in regulating Motor Common Carriers of Passengers; and acknowledges that failure to report revenue and pay its annual assessment may result in civil penalties, suspension or cancellation of the certificate.

Verification of Application

I/We hereby state that the statements made in this application are true and correct to the best of my/our knowledge and belief.

The undersigned understands that false statements herein are made subject to the penalties of 18 Pa. C.S. Section 4904 relating to unsworn falsification to authorities.

Leslie E. Brosius, Jr., President

(Print Name)

Leslie E. Brosius Jr.
(Signature)

11/14/12
(Date)

The verification of the application must be completed by the applicant appearing on Line 1 of the application by the named individual, all partners if a partnership, a member (if a limited liability company), or by any officer (if a corporation).

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2012 DEC 13 AM 10:53

PA.P.U.C.
SECRETARY'S BUREAU

RECEIVED

2012 DEC 13 AM 10: 53

BEFORE THE

PENNSYLVANIA PUBLIC UTILITY COMMISSION
PA.P.U.C.
SECRETARY'S BUREAU

APPLICATION FOR MOTOR COMMON CARRIER OR
MOTOR CONTRACT CARRUER OF HOUSEHOLD GOODS IN USE

IN RE; APPLICATION OF :
CHARLES E. GROFF & SONS, INC. : PUC DOCKET NO A-00111137

11. Describe the service area proposed by this application.

This is an Application of Amendment to Applicant's existing authority to amend the service area from the following:

To transport as a class D carrier, Household goods in use from points in the borough of Elizabethtown, Lancaster County, to other points in Pennsylvania, and vice versa;

With Right No. 1 subject to the following condition:

That the rights, powers and privileges hereby granted pertaining to transportation destined to points in Pennsylvania excluding the county of Lancaster, shall be limited and restricted to transportation originating or terminating at a farm.

To transport, as a Class D Carrier, household goods in use, between points in the township of Upper Leacock, Lancaster County, and within fifteen (15) miles by the usually traveled highways of the limits of said township;

To transport, as a Class D carrier, household goods in use from points in the township of Upper Leacock, Lancaster County, and within seven and one-half (7 ½) miles by the usually traveled highways of the limits of said township to points in the counties of Lancaster and Berks, and vice versa;

To transport, as a Class D carrier, household goods, in use from points within fifteen(15) miles by the usually traveled highways of the borough of Elizabethtown, Lancaster County, to points in Pennsylvania within ninety (90) miles by the usually traveled highways of the limits of said borough, and vice versa;

To transport, as a Class D carrier, household goods in use between points in the borough of Terre Hill, Lancaster County, and within fifteen (15) miles by the usually traveled highways of the limits of said borough;

To transport, as a Class D carrier, household goods in use from points in the borough of East Earl, Lancaster County, and within fifteen (15) miles by the usually traveled highways of the limits of said borough, to points in Pennsylvania within fifty (50) miles by the usually traveled highways of the limits of said borough, and vice versa;

To transport, as a Class D carrier, household goods in use from points in the township of Mount Joy, East Donegal, West Donegal, Rapho, East Hempfield and West Hempfield, Lancaster Counts to points within forty (40) miles of the point of origin;

To the following:

To transport, as a common carrier, household goods in use, between points in the township of Mount Joy, Lancaster County, and within a radius of seventy five (75) air miles of said township to points in Pennsylvania and vice versa.

PENNSYLVANIA DEPARTMENT OF STATE
CORPORATION BUREAU
ROOM 308 NORTH OFFICE BUILDING
P.O. BOX 8722
HARRISBURG, PA 17105-8722

21

GROFF, CHARLES E. & SONS, INC.

THE CORPORATION BUREAU IS HAPPY TO SEND YOU YOUR FILED DOCUMENT. PLEASE NOTE THE FILE DATE AND SIGNATURE OF THE SECRETARY OF THE COMMONWEALTH. THE CORPORATION BUREAU IS HERE TO SERVE YOU AND WANTS TO THANK YOU FOR DOING BUSINESS IN PENNSYLVANIA. IF YOU HAVE ANY QUESTIONS PERTAINING TO THE **CORPORATION BUREAU** CALL 717-787-1057.

ENTITIES ACTING AS PROFESSIONAL FUNDRAISING CONSULTANTS OR PROFESSIONAL SOLICITORS ON BEHALF OF CHARITIES SOLICITING CONTRIBUTIONS WITHIN THE COMMONWEALTH OF PENNSYLVANIA MUST REGISTER WITH THE DEPARTMENT OF STATE, **BUREAU OF CHARITABLE ORGANIZATIONS**, ROOM 308, NORTH OFFICE BUILDING, HARRISBURG, PENNSYLVANIA 17120-0029 (717)/783-1720).

ENTITY NUMBER: 2549925

MICROFILM NUMBER: 09367

1309-1310

JEFFREY J REICH ESQ
111 N LIME ST
LANCASTER, PA 17602

Microfilm Number _____

Filed with the Department of State on _____

Entity Number 2549925

B. K. Kishner

Secretary of the Commonwealth

ARTICLES OF INCORPORATION

DSCB:15-1306/2102/2304/2701/2903/7701 (Rev 89)

Indicate type of domestic corporation (check one):

- Business-stock (15 Pa.C.S. § 1306)
- Business-nonstock (15 Pa.C.S. § 2102)
- Business-statutory close (15 Pa.C.S. § 2304)
- Management (15 Pa.C.S. § 2701)
- Professional (15 Pa.C.S. § 2903)
- Cooperative (15 Pa.C.S. § 7701)

In compliance with the requirements of the applicable provisions of 15 Pa.C.S. (relating to corporations and unincorporated associations) the undersigned, desiring to incorporate a for-profit corporation hereby state that:

1. The name of the corporation is: Charles E. Groff & Sons, Inc.

2. The (a) address of this corporation's initial registered office in this Commonwealth or (b) name of its commercial registered office provider and the county of venue is:

(a) <u>1806 Harrisburg Avenue, PO Box 84, Mount Joy, PA 17552</u>	<u>Lancaster</u>
Number and Street	County
City	State
Zip	County

(b)c/o: _____
Name of Commercial Registered Office Provider County

For a corporation represented by a commercial registered office provider, the county in (b) shall be deemed the county in which the corporation is located for venue and official publication purposes.

3. The corporation is incorporated under the provisions of the Business Corporation Law of 1988.

4. The aggregate number of shares authorized is: 10,000 (other provisions, if any, attach 8 1/2 x 11 sheet)

5. The name and address, including street and number, if any, of each incorporator is:

Name	Address
<u>Wilbur J. Groff</u>	<u>203 Midland Circle, Mount Joy, PA 17552</u>
<u>Kevin E. Groff</u>	<u>1220 Schwanger Road, Mount Joy, PA 17552</u>

6. The specified effective date, if any, is: _____
month day year hour, if any

7. Any additional provisions of the articles, if any, attach an 8 1/2 x 11 sheet.

8. Statutory close corporation only: Neither the corporation nor any shareholder shall make an offering of any of its shares that would constitute a "Public Offering" within the meaning of the Securities Act of 1933 (15U.S.C. § 77A et seq.).

PA DEPT. OF STATE

9367-1310

DSCB:15-1306/2102/2304/2701/2903/7701 (Rev 89)-2

9. ~~Cooperative corporations only:~~ (Complete and strike out inapplicable term) The common bond of membership among its members/shareholders is: _____

IN TESTIMONY WHEREOF, the incorporator(s) has (have) signed these Articles of Incorporation this _____ day of

9-10 19 93.

WJG

(Signature)

KEG

(Signature)



Charles E. Groff and Sons Inc.
1284 Cloverleaf Rd. ♦ P.O. Box 84 ♦ Mount Joy PA 17552
Phone 717-653-1357 ♦ Fax 717-653-6361 ♦ Email ceq1284@comcast.net

24 October 2012

Richard T. Mulcahey Jr
Schubert, Gallagher, Tyler, Mulcahey
Two Penn Center, Suite 1400
1500 John F. Kennedy Boulevard
Philadelphia PA 19102-1890

RE: Corporate Officers & Shareholders of Charles E. Groff & Sons Inc.

Dear Mr. Mulcahey,

Below is the list of Corporate Officers and Shareholders for Charles E. Groff & sons Inc:

Leslie E. Brosius – President
Joan L. Brosius – Secretary/Treasurer

Leslie E. Brosius – 100% Shareholder

If you have any other questions or need any other information please feel free to contact us at 717-653-1357.

Sincerely,

A handwritten signature in black ink that reads "Leslie E. Brosius". The signature is written in a cursive style with a long horizontal line extending to the right.

Leslie E. Brosius
President
Charles E. Groff & Sons Inc.



U.S. Department of Transportation
 Federal Motor Carrier Safety Administration
 A&I Online: Safety Measurement System

A&I LOGIN | CONTACTS | FEEDBACK | FMCSA.GOV | FMCSA PORTAL | DOT.GOV

Search All FMCSA Sites

A&I SITES SMS HOME CARRIER SEARCH REPORTS DOWNLOADS INFORMATION CENTER

SMS Home > Carrier Overview

CHARLES E GROFF & SONS INC

DOT#:396907



Welcome to the Motor Carrier Safety Measurement System

The SMS provides an assessment of a motor carrier's on-road performance and investigation results within the Behavior Analysis and Safety Improvement Categories (BASICS). Assessments cover 24 months of activity and results are updated monthly. For current Motor Carrier Safety Ratings visit [SAFER](#) and for current operating authority and insurance information visit [Licensing and Insurance](#) (L&I) system.

Attention Motor Carriers

- View your SMS Preview results now
- What is this?

Visit the New SMS Preview



Select a BASIC below to view details

BASICs Overview

(Based on a 24-month record ending October 26, 2012)

Unsafe Driving

Fatigued Driving (Hours-of-Service)

Driver Fitness

Controlled Substances and Alcohol

Vehicle Maintenance

Cargo-Related

Crash Indicator

PERFORMANCE

On-Road Investigation	BASICs Status
No Violations	
No Violations	
Inconclusive	
No Violations	
Insufficient Data	
Not Public	Not Public
Not Public	Not Applicable

Print-Ready Measurement Profile

SUMMARY OF ACTIVITIES

	Number	QOS Rate
Total Inspections:	4	
Vehicle Inspections:	3	0 %
Driver Inspections:	4	0 %
Hazardous Materials Inspections:	0	0 %
HM Placard Inspections:	0	0 %
Total Crashes*:	0	
Tow-aways:	0	
Injuries/Fatalities:	0	

*Crashes listed represent a motor carrier's involvement in reportable crashes, without any determination as to responsibility. Continue for details.

RECENT INVESTIGATIONS

There are no recent investigations.

History

For more information on the BASICs Overview please visit our [Information Center](#)

ICON LEGEND



Serious violation cited within last 12 months from an investigation.



Denotes this carrier exceeds the FMCSA intervention threshold relative to its safety event grouping based upon roadside data and/or has been cited with one or more serious violations within the past 12 months during an investigation. Therefore, this carrier may be prioritized for an intervention action and roadside inspection.

DATA CENTER

Scope:
 File Type:



Carrier Registration Information as of October 26, 2012

USDOT#	396907	Power Units:	18	Carrier Registration Information Outdated	
DBA Name:		Vehicle Miles Traveled:	300,000	Registration Updated:	10/11/2010
Name:		VMT Year:	2009	Carrier VMT Outdated	
Address:	1284 Clover Leaf Rd Mount Joy, PA 17552-9573	Drivers:	10		
Telephone:	(717) 653-1357	Carrier Operation:	Intrastate Non-Hazmat		
Fax:	(717) 653-6361	Passenger:	No		
Email:	ceg1284@comcast.net	Subject to Placardable HM Threshold:	No		
		Household Goods:	Yes		
		New Entrant:	No		

Need more information about what SMS is or how to improve safety in a BASIC?

• Learn more

[View Carrier Registration Details](#)

USE OF SMS DATA/INFORMATION

The data in the Safety Measurement System (SMS) is performance data used by the Agency and Enforcement Community. A symbol, based on that data, indicates that FMCSA may prioritize a motor carrier for further monitoring.

The symbol is not intended to imply any federal safety rating of the carrier pursuant to 49 USC 31144. Readers should not draw conclusions about a carrier's overall safety condition simply based on the data displayed in this system. Unless a motor carrier in the SMS has received an UNSATISFACTORY safety rating pursuant to 49 CFR Part 385, or has otherwise been ordered to discontinue operations by the FMCSA, it is authorized to operate on the nation's roadways.

Motor carrier safety ratings are available at <http://safer.fmcsa.dot.gov> and motor carrier licensing and insurance status are available at <http://li-public.fmcsa.dot.gov/>.



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Federal Motor Carrier Safety Administration
1200 New Jersey Avenue SE, Washington, DC 20590 • 1-800-832-5660 • TTY: 1-800-877-8339 • [Field Office Contacts](#)

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--00111137

PUC Application Docket No.

Leslie E. Brosius Jr.

Legal Name of Applicant

Charles E. Groff and Sons Inc.

Trade Name, if any

1284 Cloverleaf Rd. P.O. Box 84

Street Address (principal place of business)

Mount Joy

City or Municipality

PA

State

17552

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.

Leslie E. Brosius Jr.

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

Owner

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 worked for Charles E Groff and Sons Inc. for the past 15 years as the estimator and Owner where I have gained experience working with the Public Utility Commission, As Household goods in use carrier. Prior to that I worked as a dispatcher for a bulk feed carrier, and also worked 8 years as a parts salesman selling tractor trailer parts for Great Dane Trailers (see attached employment/education history).

LESLIE E. BROSIUS, JR.

1331 Janet Drive
Mount Joy, PA 17552
(717)653-2065

Qualifications

- 29 years experience in sales and customer relations.
- Large database of transportation industry.
- Natural salesperson that can represent any company at its best.
- Enjoy prospecting and cold calling.
- Broad computer knowledge.

Experience

Charles E. Groff and Sons Inc

- 4 years as Owner
- 15 years estimating household moving and storage
- Personal and Telephone Sales.

Mount Joy, PA
1997-Present

Garber Farms Inc.

- Dispatching a 25 trailer baulk feed trucking company
- Scheduling pickup and delivery baulk feed

Mount Joy, PA
1996-1997

Great Dane Trailers,

- Customer Sales Representative (For Tri -State Region).
- Personal and Telephone Sales.
- Quotes for Parts and Trailer Repair.
- Produce Quarterly Sales Flyers.
- Scheduling of Delivery Routes.

Lancaster, PA
1988-1996

Trailmobile Inc.

- Counter and Telephone Sales.
- Delivery of parts to customers.

Lancaster, PA
1986-1988

Lancaster Ford Tractor

- Worked as assistant parts manager.
- Counter and Telephone Sales.

Lancaster, PA
1986

J.B. Hostetter & Sons, Inc.

- Worked as manager of wheel goods and automotive departments.

Mount Joy, PA
1983-1986

Pennfield Corporation, Hog Division

- Assistant Manager of a 600-sow farrowing unit.

Rohrerstown, PA
1982-1983

Education

Mount Joy Vocational-Technical School

- Diversified Occupations-Business Management

Mount Joy, PA
Graduated 1981

Elizabethtown Area High School

- 1981 Business Diploma

Elizabethtown, PA
Graduated 1981

- 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.

Our facility is an engineered steel building, 15,000 square feet. With full climate controlled warehouse storage. Our office and lunchroom/restrooms (men's and women's) areas are 1,500 square feet. We have a separate PA State inspection/emissions garage that is a 4,000 square foot engineered building with 3 entrances. The records are maintained by the staff currently employed by Charles E Groff and Sons, Inc. for overages and underages for the estimates and other PUC requests. Our office has fax and e-mail capabilities for communication with customers and businesses, 5 land-lines (1 line dedicated for emissions), and cell phones for office staff and crew leaders. In regards to customer requests for moving, customers call in to schedule an appointment for a physical survey of household goods to be moved. When a customer schedules the move date, the dispatcher then assigns appropriate crews and equipment for each move. Job progress and communication are maintained with cell phones. The intended business hours will continue to be: Monday thru Friday 8:00 a.m. - 5:00 p.m. and Saturday 8:00 a.m. - 12:00 p.m.

- 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).

We have 33 employees. Starting with the shop Kevin Groff is in our garage as shop Foreman with Earl Ziegler as a mechanic and Kellie Buchter as the shop secretary. Then to the moving side with Stacey Vuxta as are Operations Manager and inside sales Estimator and myself Leslie Brosius as Owner and outside Estimator. Wilbur Groff is working part-time as assistant Manager and outside Estimator. Kevin's wife Beth Groff and my wife Joan Brosius both work part-time in the office as secretaries. Then we have 12 crew members. The numbers of employees we currently use are appropriate because we are able to maintain full-time positions for them on a regular basis due to our work load in our designated territory.

- 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:

We currently have working at Charles E. Groff and sons Inc. 6 CDL drivers and 3 non CDL. The current number of drivers allows us to have flexibility and get our jobs done in a timely manner.

- a) Your hiring standards for drivers: *They must meet DOT standards. Wilbur Groff gives driving and road test to drivers.*
- b) Your driver training program: *We do not hire drivers without prier driving experience or a CDL licenses.*
- c) Your system for ensuring that your drivers are properly licensed at all times: *We verify CDL licenses and do background checks.*
- d) Your policies regarding alcohol and drug use by your drivers. *We use Federal DOT standards along with random drug and alcohol screenings.*

- 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.

<u>YEAR</u>	<u>MAKE</u>	<u>MODEL</u>	<u>SEATING CAPACITY</u>	<u>VEHICLE ID #</u>	<u>MILEAGE</u>
1987	Mack	TK. Tractor		1M2AR02Y0HM003378	
2013	Mack	TK. Tractor		1M1AW07Y6DM024705	
2001	Mack	TK. Tractor		1M1AE07Y21W005944	
1992	Mack	TK. Tractor		1M1AA08YANW003348	
1993	Freightliner	TK. Tractor		1FUYP9PP420576	
2000	Mack	TK. Tractor		1M1AE06Y1YW005459	
2006	Peterbilt	TK. Tractor		1XP7DB9X86D888835	
2005	Peterbilt	30' Van TK		2NPLHD7X95M851779	
2003	Ford	E-350 14' Van		1FDWE35L13HA87635	
2004	Ford	E-450 Lift Gate Van		1FDXE45P04HB09462	
2005	Ford	E-450 17' Van		1FDXE45P05HA59731	
1988	IH	26' TK, Van		1HTLDTVN3JH541914	
1995	IH	26' TK, Van		1HTSDAAN2SH222527	
1997	GMC	26' TK, Van		1GDL7H1M6VJ501514	
1990	IH	26' TK, Van		1HTSDTVN0LH682518	
2001	Mitsubishi	18' Van TK		JW6CCH1G31L003053	
2007	IH	24' Van TK		1HTMKAAL17H473981	
2000	Chrysler	PT Cruiser		3C4FY4BB81T294969	
2005	Dodge	Caravan		2D4GP44L25R260664	
2004	Ford	F150		1FTPX14504NB29919	
2012	Ford	Fusion		3FAHP0HA3CR318989	
1986	Ford	F-350 17' Rollback		1FDJF3711GKA28225	
1988	Chevy	28' Rollback		1GBM701Y8JV109873	
2001	Mack	Tow Truck		1M1AE07Y21W007161	

- 8 Describe your vehicle safety program. Please include the following in your explanation:
- Your periodic vehicle maintenance plan;
We operate our own garage with a Pa. State inspection & emission station, & our shop keeps record of the maintenance we do on our trucks and trailers. Our driver's do truck & trailer safety inspections each morning before going out on moves.
 - 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;
We operate our own garage with a Pa. State inspection & emission station. We do Annual and Semi-Annual inspection in a timely manner to ensure all of our equipment complies with Pa. State inspection & emissions standards.
 - 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);
Not Applicable
 - 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).
We operate our own garage with a Pa. State inspection & emission station. a Copies of any the Commission's vehicle inspection reports are kept at our place of business in the vehicle maintenance file.

- 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 have talked to our insurance company and are insurance is enforce now and will continue to be maintained the same.

- 10 Please describe your customer service standards. Within your description, please explain your intended customer complaint resolution procedure.

If a customer calls with a complaint or damage, we send them a claim form. The form is to be filled out to the best of their ability with as much information as they know about the topic. If necessary, we send a representative out to inspect the damage. When we have all the facts we make every effort to resolve the complaint within 30 days.

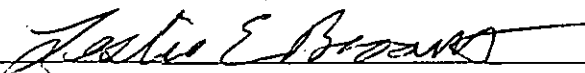
- 11 Criminal Record. Have you been convicted of a misdemeanor or felony for which you remain subject to supervision by a court or correctional institution?

___ YES X 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)

10/2/12
(Date)

Leslie E. Brosius Jr. (President)
(Name and Title, printed or typed)

Statement of Financial Position (Balance Sheet)

As of (date) _____

ASSETS

Current Assets

Cash _____
 Accounts Receivable _____
 Notes Receivable _____
 Other Current Assets (specify) _____

Total Current Assets _____

Tangible Assets

Motor Vehicle Equipment _____
 Less: Accumulated Depreciation _____ = _____
 - _____ = _____

Building and Structures _____
 Less: Accumulated Depreciation - _____ = _____

Office Equipment _____
 Less: Accumulated Depreciation - _____ = _____

Land _____

Investments and Funds (specify) _____

Intangible Assets _____

Other Assets (advances and idle equipment – specify) _____

TOTAL ASSETS _____

LIABILITIES

Current Liabilities (Due within one year of date)

Accounts Payable _____
 Notes Payable _____
 Equipment Obligations _____
 Other Liabilities (Attach schedule) _____

Total Current Liabilities _____

Long Term Liabilities (Due after one year of date)

Accounts Payable _____
 Notes Payable _____
 Equipment Obligations _____
 Other Liabilities (Attach Schedule) _____

Total Long Term Liabilities _____

TOTAL LIABILITIES _____

NET WORTH (Partnerships and individuals, only) _____

OWNER'S EQUITY (Corporations only)

Capital Stock _____
 Additional Paid-in Capital _____
 Retained Earnings _____
 Less: Treasury Stock - _____ = _____

Total Owner's Equity _____

TOTAL LIABILITIES & OWNER'S EQUITY _____

STATEMENT OF FINANCIAL POSITION
One Year Projected Income Statement

REVENUE and GAINS

Operating Revenue	
Net Revenue from non-carrier operations	_____
Dividend and interest revenues	_____
Other non-operating revenue	_____
Gains	_____
Total Revenue and Gains	

EXPENSES

Equipment Maintenance and Garage Expense	
Insurance Expense	
Employee Salaries	
Supervisory Salaries	_____
Officer Salaries	_____
Fuel Expense	
Purchased Transportation (Lease Expense)	
Materials and Supplies Expense	
General Office Expense	
Advertising Expense	
Telephone Expense	
Accounting Expense	
Legal Expense	
Uncollectible Revenue	
Depreciation Expense	_____
Amortization	_____
Operating Taxes and Licenses	
Rent Expense	_____
Loss	_____
Total Operating Expenses and Losses	
<u>Net Income Before Taxes</u>	_____
Provision for Income Taxes	_____
<u>Net Income (Loss)</u>	_____

Charles E. Groff & Sons, Inc.

Years Ended July 31, 2012 and 2011

 TROUT, EBERSOLE & GROFF LLP

CPAs | BUSINESS ADVISORS

SERVICE | ANSWERS | TRUST

Charles E. Groff & Sons, Inc.

Financial Statements with Supplementary Information - Income Tax Basis

Years Ended July 31, 2012 and 2011

TABLE of CONTENTS

	Page
Accountants' Compilation Report	1
Financial Statements	
Statements of Assets, Liabilities, and Stockholder's Equity - Income Tax Basis	2 & 3
Statements of Revenues, Expenses, and Retained Earnings - Income Tax Basis	4
Statements of Cash Flows - Income Tax Basis	5
Supplementary Information	
Schedule I - Selling and Administrative Expenses - Income Tax Basis	6



TROUT, EBERSOLE & GROFF^{LLP}

CPAs | BUSINESS ADVISORS

ACCOUNTANTS' COMPILATION REPORT

To the Stockholder
Charles E. Groff & Sons, Inc.
Mount Joy, Pennsylvania

We have compiled the accompanying statements of assets, liabilities, and stockholder's equity - income tax basis of **Charles E. Groff & Sons, Inc.** as of July 31, 2012 and 2011, and the related statements of revenues, expenses, and retained earnings - income tax basis and statements of cash flows - income tax basis for the years then ended. We have not audited or reviewed the accompanying financial statements and, accordingly, do not express an opinion or provide any assurance about whether the financial statements are in accordance with the income tax basis of accounting.

Management is responsible for the preparation and fair presentation of the financial statements in accordance with the income tax basis of accounting and for designing, implementing, and maintaining internal control relevant to the preparation and fair presentation of the financial statements.

Our responsibility is to conduct the compilation in accordance with the Statements on Standards for Accounting and Review Services issued by the American Institute of Certified Public Accountants. The objective of a compilation is to assist management in presenting financial information in the form of financial statements without undertaking to obtain or provide any assurance that there are no material modifications that should be made to the financial statements.

The supplementary information - income tax basis contained in Schedule I is presented for purposes of additional analysis and is not a required part of the basic financial statements. The supplementary information has been compiled from information that is the representation of management. We have not audited or reviewed the supplementary information and, accordingly, do not express an opinion or provide any assurance on such supplementary information.

Management has elected to omit substantially all of the disclosures ordinarily included in financial statements prepared in accordance with the income tax basis of accounting. If the omitted disclosures were included in the financial statements, they might influence the user's conclusions about the Company's assets, liabilities, equity, revenues, expenses, and cash flows. Accordingly, these financial statements are not designed for those who are not informed about such matters.

August 29, 2012
Lancaster, Pennsylvania

Trout, Ebersole & Groff LLP
TROUT, EBERSOLE & GROFF, LLP
Certified Public Accountants

SERVICE | ANSWERS | TRUST

LANCASTER OFFICE: 1705 Oregon Pike, Lancaster, PA 17601 • 717-569-2900 • 800-448-1384 • Fax 717-569-0141

ELIZABETHTOWN OFFICE: 222 South Market Street, Suite 202, Elizabethtown, PA 17022 • 717-367-3225 • Fax 717-367-3324

HARRISBURG OFFICE: 2000 Linglestown Road, Suite 104, Harrisburg, PA 17110 • 717-545-0453 • Fax 717-545-7374

Charles E. Groff & Sons, Inc.

STATEMENTS of ASSETS, LIABILITIES, and STOCKHOLDER'S EQUITY -

Income Tax Basis

July 31, 2012 and 2011

	2012	2011
ASSETS		
CURRENT ASSETS		
Cash and Cash Equivalents	\$ 76,128	\$ 39,060
PROPERTY and EQUIPMENT		
Leasehold Improvements	18,460	18,460
Office Equipment	22,923	22,923
Machinery and Equipment	79,827	79,827
Vehicles	<u>1,703,083</u>	<u>1,566,860</u>
	1,824,293	1,688,070
Accumulated Depreciation	<u>(1,771,589)</u>	<u>(1,635,732)</u>
Net Property and Equipment	52,704	52,338
OTHER ASSETS		
Covenants Not to Compete, net of Accumulated Amortization (2012 - \$39,567 and 2011 - \$28,776)	122,300	133,090
PUC Rights	1,500	1,500
Cash Surrender Value - Life Insurance	<u>64,683</u>	<u>67,050</u>
Total Other Assets	<u>188,483</u>	<u>201,640</u>
TOTAL ASSETS	<u>\$ 317,315</u>	<u>\$ 293,038</u>

See accountants' compilation report.

2012

2011

LIABILITIES and STOCKHOLDER'S EQUITY**CURRENT LIABILITIES**

Notes Payable - Line of Credit	\$ -0-	\$ 73,400
Current Portion of Notes Payable	140,967	106,892
Payroll Taxes Withheld	3,036	2,091
Sales Tax Payable	<u>1,522</u>	<u>1,623</u>
Total Current Liabilities	145,525	184,006

LONG-TERM LIABILITIES, net of Current Portion

Notes Payable - Related Parties	15,000	21,000
Notes Payable	<u>737,347</u>	<u>742,123</u>
Total Long-Term Liabilities	<u>752,347</u>	<u>763,123</u>

TOTAL LIABILITIES**897,872** **947,129****STOCKHOLDER'S EQUITY**

Common Stock, Par Value \$1 per Share; Authorized 10,000 Shares; 2,000 Shares Issued, 200 Shares Outstanding	2,000	2,000
Retained Earnings	<u>272,443</u>	<u>198,909</u>
	274,443	200,909
Treasury Stock, 1,800 Shares at Cost	<u>(855,000)</u>	<u>(855,000)</u>
TOTAL STOCKHOLDER'S EQUITY (DEFICIT)	<u>(580,557)</u>	<u>(654,091)</u>

TOTAL LIABILITIES and STOCKHOLDER'S EQUITY**\$ 317,315** **\$ 293,038**

Charles E. Groff & Sons, Inc.

STATEMENTS of REVENUES, EXPENSES, and RETAINED EARNINGS -

Income Tax Basis

Years Ended July 31, 2012 and 2011

	2012	Percent of Sales	2011	Percent of Sales
REVENUES				
Moving	\$ 1,393,580	47.32	\$ 1,378,853	47.40
Contracted Carriers	757,622	25.73	853,742	29.34
Storage	403,346	13.70	304,634	10.47
Garage	390,193	13.25	372,117	12.79
Total Revenues	2,944,741	100.00	2,909,346	100.00
 DIRECT COSTS				
Direct Labor and Benefits	1,060,589	36.02	1,151,026	39.56
Trucking	328,636	11.16	359,204	12.35
Garage Purchases	178,711	6.07	187,783	6.45
Commissions	134,200	4.56	127,823	4.39
Moving Supplies	57,997	1.97	52,949	1.82
Total Direct Costs	1,760,133	59.78	1,878,785	64.57
Gross Profit	1,184,608	40.22	1,030,561	35.43
 SELLING and ADMINISTRATIVE EXPENSES				
	1,070,854	36.36	970,044	33.34
Net Operating Income	113,754	3.86	60,517	2.09
 FINANCIAL and OTHER INCOME (EXPENSE)				
Miscellaneous Income	9,054	0.31	23,169	0.80
Interest Income	904	0.03	632	0.02
Interest Expense	(44,069)	(1.50)	(47,329)	(1.63)
Gain on Sale of Assets	-0-	-0-	600	0.02
Net Financial and Other Expense	(34,111)	(1.16)	(22,928)	(0.79)
Income Before Income Taxes	79,643	2.70	37,589	1.30
 INCOME TAXES				
	(6,109)	(0.21)	(17,675)	(0.61)
NET INCOME	73,534	2.49	19,914	0.69
 RETAINED EARNINGS				
Beginning	198,909		178,995	
Ending	<u>\$ 272,443</u>		<u>\$ 198,909</u>	

See accountants' compilation report.

Charles E. Groff & Sons, Inc.

STATEMENTS of CASH FLOWS -

Income Tax Basis

Years Ended July 31, 2012 and 2011

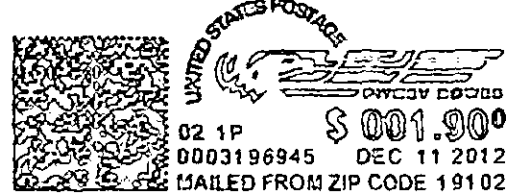
	2012	2011
CASH FLOWS from OPERATING ACTIVITIES		
Net Income	\$ 73,534	\$ 19,914
Adjustments to Reconcile Net Income to Net Cash		
<i>Provided by Operating Activities:</i>		
Decrease (Increase) in Cash Surrender Value of Life Insurance	2,367	(12,014)
Depreciation and Amortization	159,198	45,565
Gain on Sale of Assets	-0-	(600)
Decrease in:		
Employee Receivables	-0-	173
Increase (Decrease) in:		
Payroll Taxes Withheld	945	61
Sales Tax Payable	(101)	(135)
Net Cash Provided by Operating Activities	235,943	52,964
CASH FLOWS from INVESTING ACTIVITIES		
Purchase of Property and Equipment	(2,000)	(24,783)
Proceeds from Sale of Assets	-0-	600
Net Cash Used by Investing Activities	(2,000)	(24,183)
CASH FLOWS from FINANCING ACTIVITIES		
Net Borrowings (Payments) on Line of Credit	(73,400)	44,100
Proceeds from Notes Payable	-0-	46,528
Payments on Notes Payable	(123,475)	(109,450)
Net Cash Used by Financing Activities	(196,875)	(18,822)
INCREASE in CASH and CASH EQUIVALENTS	37,068	9,959
CASH and CASH EQUIVALENTS		
Beginning	39,060	29,101
Ending	\$ 76,128	\$ 39,060
SUPPLEMENTAL DISCLOSURE of CASH FLOW INFORMATION		
Cash Payments for:		
Interest	44,069	47,329
Income Taxes	6,109	17,675
Schedule of Noncash Financing Activities:		
Issued Long-Term Obligations for Acquisition of Property and Equipment	146,774	-0-

See accountants' compilation report.

Charles E. Groff & Sons, Inc.
SCHEDULE I - SELLING and ADMINISTRATIVE EXPENSES -
Income Tax Basis
Years Ended July 31, 2012 and 2011

	2012	2011
SELLING and ADMINISTRATIVE EXPENSES		
Salaries and Wages	\$ 217,009	\$ 268,966
Officer's Salary	72,193	76,284
Payroll Taxes	28,566	31,598
Employee Benefits	34,788	44,813
Rent	150,975	144,039
Property Taxes	17,115	3,193
Business Taxes and Licenses	18,861	17,038
Credit Card Merchant Fees	30,390	23,652
Office Supplies and Maintenance	36,271	31,623
Life Insurance	5,638	4,858
Advertising and Promotions	21,364	22,757
Insurance	156,967	123,758
Laundry and Uniforms	18,129	15,970
Dues and Subscriptions	3,220	1,566
Professional Fees	20,183	23,677
PA Use Tax	6,883	4,683
Vehicle	10,631	17,443
Telephone	11,650	10,488
Utilities	24,533	30,430
Travel and Entertainment	5,386	4,351
Outside Services	120	457
Pension and Retirement	17,476	21,880
Depreciation and Amortization	159,198	45,565
Contributions	275	700
Miscellaneous	3,033	255
	<u>3,033</u>	<u>255</u>
TOTAL SELLING and ADMINISTRATIVE EXPENSES	<u>\$ 1,070,854</u>	<u>\$ 970,044</u>

See accountants' compilation report.



LAW OFFICES

SCHUBERT • GALLAGHER

TWO PENN. CENTER - SUITE 1400
1500 JOHN F. KENNEDY BOULEVARD
PHILADELPHIA, PA 19102-1890



TYLER • MULCAHEY

SCHUBERT, GALLAGHER,
TYLER & MULCAHEY
A PROFESSIONAL CORPORATION

TO:

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