



COMMONWEALTH OF PENNSYLVANIA  
PENNSYLVANIA PUBLIC UTILITY COMMISSION  
P. O. BOX 3265, HARRISBURG, Pa. 17120

July 19, 1985

IN REPLY PLEASE  
REFER TO OUR FILE

J. Bruce Walter  
Attorney at Law  
410 North Third Street  
Harrisburg, PA 17108

In re: A-00106218 (Corrected)

Application of Dutch Gold Honey, Inc.

Dear Mr. Walter:

The above referenced application has been assigned for review without an oral hearing. In order to reach a determination on the application, you are being requested to file verified statements in accordance with 52 Pa. Code §3.381(e)(1). You will be required to file:

- A. VERIFIED STATEMENT OF APPLICANT.
- B. VERIFIED STATEMENTS IN SUPPORT OF APPLICATION.

The verified statements should be in paragraph form. Each heading contained in the attached minimum outline should be a separate section or paragraph.

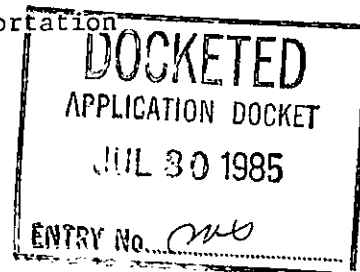
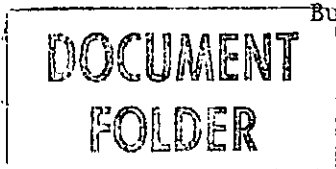
You are being granted an initial thirty (30) days to file verified statements. They will be due on or before August 19, 1985.

If additional time is required, it may be requested by telephone but should be followed in writing with the reasons for the extension stated.

Questions about your application should be directed to William P. Hoshour 787-5513.

Very truly yours,

By William P. Hoshour  
For Peter S. Marzolf, Supervisor  
Technical Review Section  
Bureau of Transportation



#11

**RHOADS & SINON**

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FILE NO.

\* ALSO ADMITTED TO THE FLORIDA BAR  
\*\* ADMITTED TO THE FLORIDA BAR ONLY

Re: Application of Dutch Gold Honey, Inc., A.106218

August 19, 1985

Pennsylvania Public Utility Commission  
P.O. Box 3265  
Harrisburg, PA 17120

Attention: Mr. William P. Hoshour  
Technical Review Section  
Bureau of Non-Rail Transportation

Dear Mr. Hoshour:

Enclosed herewith please find Verified Statements in support for  
the Application of Dutch Gold Honey, Inc.

Very truly yours,

RHOADS & SINON

By:   
J. Bruce Walter

Enclosure

cc: Dutch Gold Honey, Inc.

**RECEIVED**

**AUG 19 1985**

**Non-Rail Transportation  
Public Utility Comm.**

**DOCUMENT  
FOLDER**

*JBW*  
**RECEIVED**

Before the  
Pennsylvania Public Utility Commission

**AUG 19 1985**

Non-Rail Transport  
Public Utility Comm.

\_\_\_\_\_  
A.106218  
\_\_\_\_\_

Application of Dutch Gold Honey, Inc.

\_\_\_\_\_  
VERIFIED STATEMENT OF W. RALPH GAMBER  
PRESIDENT OF DUTCH GOLD HONEY, INC., APPLICANT  
\_\_\_\_\_

1. Legal Name and Domicile of Applicant

Dutch Gold Honey, Inc.  
2220 Dutch Gold Drive  
Lancaster, PA 17601

2. Identity/Qualification of Testifying Witness

My name is W. Ralph Gamber. I am President of Dutch Gold Honey, Inc. and, in such capacity I am fully familiar with all authorized operations of the company. I am authorized to make this statement on its behalf.

3. Affiliation With Other Carriers

None

4. Authority Sought (corrected)

(1) honey, glass containers and metal closures and materials, equipment and supplies used or useful in the production of said products, between points in the county of Lancaster, and from points in said county, to points in Pennsylvania, and vice versa; and (2) pet products and flavoring extracts and materials, equipment and supplies used or useful in the production of said products, between points in the county of Lancaster, and from points in said county, to points in the counties of Philadelphia, Chester, Bucks, Carbon, Schuylkill, Adams, Jefferson, Clarion and Fulton, and vice versa.

**DOCUMENT  
FOLDER**

**DOCKETED**  
APPLICATION DOCKET  
**AUG 20 1985**  
ENTRY No. *ms*

5. Authorized Operations

None on an intrastate basis. We have been awarded General Commodities Authority by the Interstate Commerce Commission as of May 2, 1985.

6. Duplicating Authority

None

7. Dual Operations

None

8. Terminal Facilities

We have a garage with a full-time mechanic who has a Pa. State Inspection License. A large off-street parking area is located adjacent to the building. A dispatcher is on duty daily during normal working hours.

9. Equipment

Applicant currently operates the motor vehicles attached as Exhibit 1 as a private fleet.

10. Safety Program

Our company has a safety program as to both personnel and equipment. All driver applicants are required to complete questionnaires from which all references are closely checked. Required medical certificates are obtained and filed. Each driver employed is tested upon his ability. Periodically, personal interviews are held with individual drivers for updating of information on safety requirements and for treating any problems on safety. All motor vehicle equipment is inspected and maintained in accordance with requirements. I certify that I have access to and am familiar with all applicable regulations of the U.S. Department of Transportation relating to the safe operation of commercial vehicles and the safe transportation of hazardous materials, and I will comply with these regulations.

11. Service Now Provided to Supporting Witness

We currently operate as a private fleet. On an interstate basis we are now serving the supporting shippers.

## 12. Description of Service Offered

From our facility, we regularly conduct service to the public daily from 8:00 a.m. to 6:00 p.m., Monday through Friday, from 8:00 a.m. to 12:00 noon on Saturday, with the maintenance and repair garage open as needed. Means of communication with all supervisory personnel is kept available 24 hours a day. The area is sufficient for parking of all vehicles. Telephone communication is maintained with all shippers and receivers.

We provide service on truckload shipments and on less-than-truckload shipments combined into truckload shipments. Depending upon time of loading and distance required to be traveled for delivery, we can and do provide same-day delivery service from our facilities as required. Our general operation, however, is geared for overnight and next day delivery to meet day and hour of delivery specified by receivers of the shipments. Where the specifications are in the nature of prompt, immediate or rush delivery, it is necessary to communicate with the receiver to arrange the day and hour of delivery and we do this as necessary. We will be in a position to combine Pennsylvania intrastate and interstate less-than-truckload shipments for deliveries en route to final destination.

We intend to offer combined inter and intrastate operations for our shippers to ensure a more efficient and flexible distribution system.

## 13. Financial Data

Our most current statement, as of the fiscal year end, is attached as Exhibit 2.

## 14. Empty Miles and Backhauls

The purpose of the application is to eliminate empty miles caused by lack of backhauls in the private fleet operations.

15. Other Information

A short, simple and clear Certificate will greatly facilitate the ability of Dutch Gold Honey, Inc. to serve the public in general and its existing and contemplated shippers in particular.

We believe that the deadhead mileage can be reduced to 10%, saving hundreds of gallons of diesel fuel per week. In part, this can be accomplished by transporting loads from areas where trailers terminate, under a more complete commodity description and in part by providing more two way service to our proposed shippers. We have a good deal of difficulty accomplishing this as a private fleet.

The grant of this application and the services of Dutch Gold Honey will fulfill most of these aims. This is especially true with regard to service for small rural areas surrounding our plant site.

Applicant is financially and operationally able and willing to provide the indicated service in an adequate and satisfactory manner for the supporting shippers.

We ship honey on an outbound basis and we ship, on an inbound basis, glass containers, metal closures and other materials which we use in the production of honey to almost any point in the Commonwealth of Pennsylvania and from any point in the Commonwealth of Pennsylvania. As we have indicated elsewhere in this statement, we do this presently by private carriage. This application is necessary from the continuance of our trucking standpoint to make that private carriage operation economical. Our supporting shippers are in some cases allied with our honey operation but, as indicated in many other respects are only similar operations and are not involved in the production and sale of honey. To this extent, they partially support part number 1 of the Authority sought as corrected; however, the major portion of that part number 1 is based

upon the support which I have indicated here. Part 2 is unrelated to current operations of Dutch Gold Honey, Inc.

It is requested that this application be granted.

DUTCH GOLD HONEY, INC.

By: \_\_\_\_\_



Member: National Honey Packers

*JBU*



# DUTCH GOLD HONEY, INC.

Producer and Packer of Fancy Honey

2220 DUTCH GOLD DRIVE

LANCASTER, PA. 17601

Phone 393-1716  
Area Code 717

December 19, 1984

WHOLESALE and RETAIL  
Bees for Pollination of  
Orchards, Crops and Seeds

## HONEY

- ALFALFA
- PREMIUM
- CLOVER
- GOLDEN
- WILD FLOWER
- TULIP POPLAR
- TUPELO (FLA.)
- ORANGE BLOSSOM (FLA.)
- BUCKWHEAT
- BAKER'S SPECIAL BLEND
- HONEY SPREAD
- COMB HONEY
- HONEY SPREAD WITH FRUIT

DUTCH GOLD HONEY, INC.  
2220 Dutch Gold Drive  
Lancaster, Penna. 17601

<u>Year</u>	<u>Make</u>	<u>Serial Number</u>	<u>Equipment Number</u>
1978	Chevrolet	CCE628V107461	46
1980	Mack	WB712LST51991	36
1981	Peterbilt	1XP6D29XXBN148025	44
1982	Mack	1M2N179C2CA080212	50
1981	GMC	1GTT9C485V585666	51
1979	Mack	F785T21698	34
1983	Mack	1M2AR07Y3DM001367	55
1977	Ford	R902VY26961	25
1981	GMC	1GDP8C1Y58V555475	39

DUTCH GOLD HONEY, INC.  
LANCASTER, PENNSYLVANIA  
FINANCIAL STATEMENTS  
JUNE 30, 1984 AND 1983  
(WITH ACCOUNTANTS' REVIEW REPORT THEREON)

**A**DORWART  
**A**NDREW  
& **C**OMPANY  
CERTIFIED PUBLIC ACCOUNTANTS

RIDGEVIEW EXECUTIVE PARK  
1685 CROWN AVENUE  
LANCASTER, PA 17601

DUTCH GOLD HONEY, INC.  
LANCASTER, PENNSYLVANIA  
FINANCIAL STATEMENTS  
JUNE 30, 1984 AND 1983  
(WITH ACCOUNTANTS' REVIEW REPORT THEREON)

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**DORWART  
ANDREW  
& COMPANY**  
CERTIFIED PUBLIC ACCOUNTANTS

RIDGEVIEW EXECUTIVE PARK  
1685 CROWN AVENUE  
LANCASTER, PA 17601  
717-393-5696

Stockholders and Board of Directors  
Dutch Gold Honey, Inc.  
Lancaster, Pennsylvania

We have reviewed the accompanying balance sheets of Dutch Gold Honey, Inc. as of June 30, 1984 and 1983 and the related statements of operations and retained earnings and changes in financial position for the years then ended in accordance with standards established by the American Institute of Certified Public Accountants. All information included in these financial statements is the representation of the management of Dutch Gold Honey, Inc.

A review consists principally of inquiries of company personnel and analytical procedures applied to financial data. It is substantially less in scope than an examination in accordance with generally accepted auditing standards, the objective of which is the expression of an opinion regarding the financial statements taken as a whole. Accordingly, we do not express such an opinion.

Based on our review, we are not aware of any material modifications that should be made to the accompanying financial statements in order for them to be in conformity with generally accepted accounting principles.

Our review was made for the purpose of expressing limited assurance that there are no material modifications that should be made to the financial statements in order for them to be in conformity with generally accepted accounting principles. The information included in the accompanying other financial information is presented only for supplementary analysis purposes. Such information has been subjected to the inquiry and analytical procedures applied in the review of the basic financial statements and we are not aware of any material modifications that should be made thereto.

*Dorwart, Andrew and Company*

July 29, 1984

## Dutch Gold Honey, Inc.

BALANCE SHEETS

(See Accountants' Review Report)

June 30, 1984 and 1983

ASSETS	<u>1984</u>	<u>1983</u>
Current Assets:		
Cash	\$1,014,434	\$ 399,717
Accounts receivable	510,566	543,385
Inventories	1,131,332	1,608,978
Current portion of note receivable (Note 2)	3,404	3,144
Other current assets	-	10,831
Total current assets	<u>\$2,659,736</u>	<u>\$2,566,055</u>
Property and equipment, at cost, less accumulated depreciation of \$802,962 in 1984 and \$678,514 in 1983 (Notes 3 and 5)	<u>\$ 527,840</u>	<u>\$ 584,608</u>
Other Assets:		
Note receivable - excluding current portion (Note 2)	\$ 97,252	\$ 30,656
Investment in lease and rental property (Note 4)	163,579	-
	<u>\$ 260,831</u>	<u>\$ 30,656</u>
Total Assets	<u>\$3,448,407</u>	<u>\$3,181,319</u>
<u>LIABILITIES AND STOCKHOLDERS' EQUITY</u>		
Current Liabilities:		
Notes payable	\$ 580,200	\$ 553,800
Accounts payable	290,752	448,296
Accrued expenses	569,289	402,982
Income taxes	79,648	147,749
Current portion of long-term debt (Note 5)	24,312	23,071
Total current liabilities	<u>\$1,544,201</u>	<u>\$1,575,898</u>
Other Liabilities:		
Long-term debt - excluding current portion (Note 5)	\$ 134,584	\$ 158,896
Deferred taxes	6,292	6,970
Total other liabilities	<u>\$ 140,876</u>	<u>\$ 165,866</u>
Total liabilities	<u>\$1,685,077</u>	<u>\$1,741,764</u>
Stockholders' Equity:		
Common stock, \$10 par value - 10,000 shares authorized - 6,950 shares issued and outstanding	\$ 69,500	\$ 69,500
Additional paid-in capital	57,380	57,380
Retained earnings	1,636,450	1,312,675
Total stockholders' equity	<u>\$1,763,330</u>	<u>\$1,439,555</u>
Total Liabilities and Stockholders' Equity	<u>\$3,448,407</u>	<u>\$3,181,319</u>

See notes to financial statements

## Dutch Gold Honey, Inc.

STATEMENT OF OPERATIONS AND RETAINED EARNINGS

(See Accountants' Review Report)

For the Years Ended June 30, 1984 and 1983

	1984		1983	
	<u>Amount</u>	<u>%</u>	<u>Amount</u>	<u>%</u>
Sales (Note 6)	\$12,474,000	100.00	\$12,450,503	100.00
Cost of sales	<u>10,979,209</u>	<u>88.02</u>	<u>11,347,789</u>	<u>91.15</u>
Gross profit	\$ 1,494,791	11.98	\$ 1,102,714	8.85
General and administrative expenses	<u>953,091</u>	<u>7.64</u>	<u>626,949</u>	<u>5.03</u>
Income from operations	\$ 541,700	4.34	\$ 475,765	3.82
Other income	<u>73,489</u>	<u>.59</u>	<u>43,217</u>	<u>.34</u>
Income before income taxes	\$ 615,189	4.93	\$ 518,982	4.16
Income taxes (Note 7)	<u>291,414</u>	<u>2.34</u>	<u>238,495</u>	<u>1.91</u>
Net income	\$ 323,775	<u>2.59</u>	\$ 280,487	<u>2.25</u>
Retained earnings - beginning of year	<u>1,312,675</u>		<u>1,032,188</u>	
Retained earnings - end of year	<u>\$ 1,636,450</u>		<u>\$ 1,312,675</u>	

See notes to financial statements

## Dutch Gold Honey, Inc.

STATEMENT OF CHANGES IN FINANCIAL POSITION

(See Accountants' Review Report)

For the Years Ended June 30, 1984 and 1983

	<u>1984</u>	<u>1983</u>
Funds Provided:		
Net income	\$323,775	\$280,487
Add (deduct) items included in net income not affecting working capital:		
Depreciation	160,433	141,822
Deferred income taxes	<u>(678)</u>	<u>(599)</u>
Funds provided by operations	\$483,530	\$421,710
Reduction of note receivable	<u>3,404</u>	<u>3,143</u>
Total funds provided	<u>\$486,934</u>	<u>\$424,853</u>
Funds Applied:		
Additions to property and equipment	\$103,665	\$139,893
Construction of rental property	163,579	-
Reduction of long-term debt	24,312	23,071
Increase in long-term note receivable	<u>70,000</u>	<u>-</u>
Total funds applied	<u>\$361,556</u>	<u>\$162,964</u>
Increase in Working Capital	<u>\$125,378</u>	<u>\$261,889</u>
Changes in Working Capital:		
Increase (decrease) in current assets:		
Cash	\$614,717	\$231,242
Accounts receivable	(32,819)	(48,531)
Inventories	(477,646)	353,472
Current portion of note receivable	260	241
Other current assets	<u>(10,831)</u>	<u>(2,860)</u>
	<u>\$ 93,681</u>	<u>\$533,564</u>
Increase (decrease) in current liabilities:		
Notes payable	\$ 26,400	\$ 62,400
Accounts payable	(157,544)	(61,811)
Accrued expenses	166,307	131,166
Income taxes	(68,101)	138,743
Current portion of long-term debt	<u>1,241</u>	<u>1,177</u>
	<u>(\$ 31,697)</u>	<u>\$271,675</u>
Increase in Working Capital	<u>\$125,378</u>	<u>\$261,889</u>

See notes to financial statements

## Dutch Gold Honey, Inc.

NOTES TO FINANCIAL STATEMENTS

(See Accountants' Review Report)

June 30, 1984 and 1983

NOTE 1: Company Operations and Summary of Significant Accounting PoliciesCompany Operations

The Company is primarily involved in the processing and sale of honey and other related products.

Inventories

The inventories at June 30, 1984 and 1983 are primarily comprised of the costs of raw honey. This product is valued at the latest invoice price but not in excess of market. Inventory quantities are determined by means of a physical count taken on June 30 of each year.

Property and Equipment

Property and equipment are recorded at cost. Depreciation is provided on the straight-line and accelerated methods for both financial reporting and income tax purposes over periods ranging from 3 to 40 years. Maintenance and repairs are charged to earnings as incurred; major renewals and betterments are capitalized. When items of property or equipment are sold or retired, the related cost and accumulated depreciation are removed from the accounts and any gain or loss is included in income.

Accounts Receivable

The Company has chosen the direct write-off method for recording uncollectible accounts receivable. Under this method, the Company charges operations for any accounts receivable which become worthless during the year.

Investment Tax Credit

Investment tax credits are treated as a reduction of income tax expense in the year in which the credits are utilized.

NOTE 2: Notes Receivable

The notes receivable at June 30, 1984 and 1983 consist of the following:

	<u>1984</u>	<u>1983</u>
8% note, \$478 due monthly through June, 1991	\$ 30,656	\$33,800
Note receivable, secured by bees, land and buildings with interest at 1% over prime	70,000	-
	<u>\$100,656</u>	<u>\$33,800</u>
Less current portion	<u>3,404</u>	<u>3,144</u>
Note Receivable Long-Term	<u>\$ 97,252</u>	<u>\$30,656</u>

## Dutch Gold Honey, Inc.

NOTES TO FINANCIAL STATEMENTS - CONTINUED

(See Accountants' Review Report)

June 30, 1984 and 1983

NOTE 3: Property and Equipment

Major classifications of property and equipment and their respective depreciable lives are summarized below:

	<u>1984</u>	<u>1983</u>	<u>Depreciable Lives</u>
Land	\$ 29,269	\$ 29,269	
Buildings and improvements	537,859	531,444	8-25 years
Machinery and equipment	227,576	191,175	3-10 years
Automobiles and trucks	519,865	495,001	3-8 years
Office equipment	16,233	16,233	5-10 years
	<u>\$1,330,802</u>	<u>\$1,263,122</u>	
Accumulated depreciation	802,962	678,514	
Total	<u>\$ 527,840</u>	<u>\$ 584,608</u>	

Depreciation expense totaled \$160,011 in 1984 and \$141,822 in 1983.

NOTE 4: Lease and Rental Property

The Company is the lessor of an eight unit office building. One unit was leased at June 30, 1984 under an operating lease expiring in 1987. Following is a summary of property on or held for lease at June 30, 1984:

Office building - one unit	\$ 38,000
Construction-in-progress - seven units	<u>126,001</u>
	\$164,001
Less accumulated depreciation	<u>422</u>
	<u>\$163,579</u>

Minimum future rentals to be received on non-cancelable leases as of June 30, 1984 for the following three years are:

Years ended June 30,	
1985	\$ 7,800
1986	8,450
1987	<u>9,100</u>
Total Minimum Future Rentals	<u>\$ 25,350</u>

## Dutch Gold Honey, Inc.

NOTES TO FINANCIAL STATEMENTS - CONTINUED

(See Accountants' Review Report)

June 30, 1984 and 1983

NOTE 5: Long-Term Debt

The Company has a \$500,000 line of credit with Fulton Bank at prime, none of which was in use at June 30, 1984. Long-term debt at June 30, 1984 and 1983 consists of the following:

	<u>1984</u>	<u>1983</u>
5.25% mortgage note payable in monthly installments of \$2,673 (including principal and interest) to May 1, 1990, collateralized by land and buildings	\$158,896	\$181,967
Less current portion	<u>24,312</u>	<u>23,071</u>
	<u>\$134,584</u>	<u>\$158,896</u>

Interest expense on this debt together with interest on other short-term financing with banks totaled \$9,109 in 1984 and \$10,743 in 1983. Interest paid to stockholders and other related parties for the use of funds totaled \$72,451 in 1984 and \$64,381 in 1983.

Long-term debt maturing in the next five years consists of:

1985	\$ 24,312
1986	25,620
1987	26,997
1988	28,450
1989	<u>29,980</u>
Total	<u>\$135,359</u>

NOTE 6: Related Party Transactions

The Company purchases packaging supplies from an affiliated company. In addition, warehouse space and Company trucks are rented to the affiliate. Following is a summary of transactions and balances with the affiliate for 1984 and 1983:

	<u>1984</u>	<u>1983</u>
Sales to affiliate:		
Warehouse rent	\$ 38,200	\$ 38,200
Freight	<u>97,218</u>	<u>106,006</u>
	<u>\$ 135,418</u>	<u>\$ 144,206</u>
Due from affiliate (included in accounts receivable in the accompanying balance sheets)	<u>\$ 538</u>	<u>\$ -</u>
Purchases from affiliate	<u>\$1,120,686</u>	<u>\$1,279,740</u>
Due to affiliate (included in accounts payable in the accompanying balance sheets)	<u>\$ 152,671</u>	<u>\$ 112,823</u>

## Dutch Gold Honey, Inc.

NOTES TO FINANCIAL STATEMENTS - CONTINUED

(See Accountants' Review Report)

June 30, 1984 and 1983

NOTE 7: Income Taxes

Income tax expense for the years ended June 30, 1984 and 1983 consists of the following:

	<u>1984</u>	<u>1983</u>
Taxes currently payable:		
Federal	\$233,623	\$194,912
State	64,415	52,825
	<u>\$298,038</u>	<u>\$247,737</u>
Less investment tax credits	5,946	8,643
	<u>\$292,092</u>	<u>\$239,094</u>
Deferred taxes:		
Federal	\$ 484	\$ 420
State	194	179
	<u>\$ 678</u>	<u>\$ 599</u>
	<u>\$291,414</u>	<u>\$238,495</u>

Deferred income taxes reduce income tax expense over the length of the installment sale which created the deferral.

NOTE 8: Pension and Profit-Sharing Plans

The Company provides retirement benefits for substantially all hourly and salaried employees under the terms of a non-contributory, defined contribution trustee pension plan and discretionary contribution profit-sharing plan. The charge to operations in connection with these plans was \$201,084 in 1984 and \$149,635 in 1983. The Company's policy is to fund all plan costs accrued.

OTHER FINANCIAL INFORMATION

## Dutch Gold Honey, Inc.

OTHER FINANCIAL INFORMATION

(See Accountants' Review Report)

For the Years Ended June 30, 1984 and 1983

	1984		1983	
	Amount	%	Amount	%
<b>Cost of Sales:</b>				
Beginning inventory - honey wax	\$ 1,524,403	12.22	\$ 1,181,226	9.49
Purchases	<u>7,575,279</u>	<u>60.73</u>	<u>8,642,801</u>	<u>69.42</u>
Cost of honey wax available for production	\$ 9,099,682	72.95	\$ 9,824,027	78.91
Less: ending inventory	<u>1,066,914</u>	<u>8.55</u>	<u>1,524,403</u>	<u>12.24</u>
Cost of honey wax used in production	<u>\$ 8,032,768</u>	<u>64.40</u>	<u>\$ 8,299,624</u>	<u>66.67</u>
<b>Production Expenses:</b>				
Depreciation	\$ 43,792	.35	\$ 41,247	.33
Insurance	23,076	.18	23,262	.18
Labor	296,468	2.38	327,975	2.63
Straining materials	15,273	.12	17,852	.15
Taxes:				
Payroll	18,770	.15	20,562	.16
Real estate	10,061	.08	8,390	.08
Utilities	<u>70,157</u>	<u>.56</u>	<u>55,230</u>	<u>.44</u>
	<u>\$ 477,597</u>	<u>3.82</u>	<u>\$ 494,518</u>	<u>3.97</u>
Total production expenses	<u>\$ 8,510,365</u>	<u>68.22</u>	<u>\$ 8,794,142</u>	<u>70.64</u>
<b>Selling and Transport Expenses:</b>				
Beginning inventory - glass, caps and packaging materials	\$ 84,575	.68	\$ 74,280	.60
Purchases	<u>1,360,383</u>	<u>10.91</u>	<u>1,436,228</u>	<u>11.52</u>
Cost of materials available	\$ 1,444,958	11.59	\$ 1,510,508	12.12
Less: ending inventory	<u>64,418</u>	<u>.52</u>	<u>84,575</u>	<u>.68</u>
Cost of materials used	<u>\$ 1,380,540</u>	<u>11.07</u>	<u>\$ 1,425,933</u>	<u>11.44</u>
<b>Direct Expenses:</b>				
Brokerage fees	334,880	2.68	333,907	2.68
Depreciation	114,396	.92	98,969	.80
Freight	196,092	1.57	203,770	1.65
Gasoline	111,068	.89	125,242	1.00
Insurance	60,997	.49	61,103	.49
Label materials	33,924	.27	34,446	.27
Labor	168,727	1.35	186,658	1.51
Taxes:				
Payroll	10,683	.09	11,701	.09
Sales and use	19,469	.16	19,425	.15
Truck expense and repairs	<u>38,068</u>	<u>.31</u>	<u>52,493</u>	<u>.43</u>
Total selling and transport expenses	<u>\$ 2,468,844</u>	<u>19.80</u>	<u>\$ 2,553,647</u>	<u>20.51</u>
Total Cost of Sales	<u>\$10,979,209</u>	<u>88.02</u>	<u>\$11,347,789</u>	<u>91.15</u>

## Dutch Gold Honey, Inc.

OTHER FINANCIAL INFORMATION

(See Accountants' Review Report)

For the Years Ended June 30, 1984 and 1983

	1984		1983	
	Amount	%	Amount	%
General and Administrative Expenses:				
Advertising	\$ 11,215	.09	\$ 6,666	.06
Bad debts	625	.01	(105)	.00
Building and equipment repairs	37,164	.30	38,211	.30
Cash management fees	1,215	.01	1,131	.02
Contributions	57,021	.46	5,242	.05
Depreciation	2,245	.02	1,607	.01
Dues and subscriptions	1,544	.01	1,489	.02
Insurance	6,860	.05	5,945	.04
Interest	81,560	.65	75,124	.60
Legal and professional	15,128	.12	11,867	.09
Licenses	16,626	.13	13,746	.11
Miscellaneous	22,007	.18	13,331	.10
Office supplies and postage	12,582	.10	9,748	.08
Pension plan	79,414	.64	59,854	.47
Profit-sharing plan	121,670	.97	89,781	.73
Rent	2,950	.02	2,958	.03
Salaries:				
Office	176,711	1.42	149,793	1.20
Officers	258,809	2.07	105,690	.84
Taxes:				
Payroll	27,574	.22	16,028	.12
Pennsylvania capital stock	15,750	.13	12,500	.10
Pennsylvania corporate loans	2,484	.02	2,171	.02
Travel and entertainment	1,937	.02	4,172	.04
Total General and Administrative Expenses	<u>\$953,091</u>	<u>7.64</u>	<u>\$626,949</u>	<u>5.03</u>
Other Income:				
Rentals	\$ 3,300	.03	\$ 2,600	.02
Interest	69,515	.56	40,617	.32
Gain on sale of assets	674	.00	-	.00
Total Other Income	<u>\$ 73,489</u>	<u>.59</u>	<u>\$ 43,217</u>	<u>.34</u>

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AUG 19 1985

Non-Rail Transportation  
Public Utility Comm

VERIFIED STATEMENT

In Support of The Application of Dutch Gold Honey, Inc.

1. Legal Name and Domicile of Supporting Party or Firm

Gamber Glass Container Company  
2220 Dutch Gold Drive  
Lancaster, PA 17601

2. Identity and Qualifications of Person Making Statement For Supporting Party or Firm

William R. Gamber, II. I am a general partner of Gamber Glass Container Company. I am responsible for our shipping needs and am authorized to make this statement on behalf of the partnership.

3. General Description of Supporting Party, Organization or Operations

We manufacture and ship empty glass containers <sup>and</sup> in metal closures. Although our offices are coincidental with Dutch Gold Honey, Inc., our facilities are actually located at 311 Harrisburg Avenue, Lancaster, Pennsylvania. We are a separate entity.

4. Volume and Frequency of Intended Use

We would utilize the application two to three times per week in shipments of 20 - 40,000 pounds total. We would anticipate, based upon projected increase sales, that our intrastate volume will increase by as much as 15%. Our support of the application of Dutch Gold Honey, Inc. is for entire new traffic.

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APPLICATION DOCKET  
AUG 20 1985  
ENTRY No. *ms*

#13

5. Specific or Representative Origins and Destinations, or Both

We ship to or from points in Lancaster, Bucks, Carbon, Schuylkill, Chester and Adams Counties. We especially pick up glass in Brockway and Clarion, Pennsylvania and metal closures in McConnellsville, Pennsylvania.

6. Type of Service Required

We have no special handling needs, but we require a carrier who can give us multiple deliveries 24 hours a day and combine inter and intrastate service. We did support the interstate application of Dutch Gold Honey, Inc. and hope to be able to obtain convenient and flexible service from them resulting in timely deliveries to the public.

7. Similar Applications Supported

None

8. Any Other Information Deemed Pertinent

We expect to get more efficient service with less product damage and reliable service from Dutch Gold Honey, Inc. Because our facilities are located so close by, we would like to have Dutch Gold Honey, Inc. handle our shipments to the convenience, reliability and care in handling involved.



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AUG 19 1985

VERIFIED STATEMENT

Non-Rail Transportation  
Public Utility Comm.

In Support of The Application of Dutch Gold Honey, Inc.

1. Legal Name and Domicile of Supporting Party or Firm

Nolt's Ponds, Inc.  
Silver Spring, PA 17575

2. Identity and Qualifications of Person Making Statement For Supporting Party or Firm

Frank Huber, President. I am familiar with the shipping needs of my company and am authorized to make this statement on its behalf.

3. General Description of Supporting Party, Organization or Operations

We have a need for the shipment of pet cushions, pet beds and cages.

4. Volume and Frequency of Intended Use

We utilize the services of applicant at least once a week and based upon projected increase sales, we would expect to a 10% increase in traffic which would be handled by Dutch Gold Honey, Inc.

5. Specific or Representative Origins and Destinations, or Both

Our facilities are at Silver Spring, Pennsylvania, Lancaster County. All shipments would originate at or be destined to those facilities. They could go to or from any point in the Commonwealth of Pennsylvania.

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AUG 20 1985  
ENTRY No. *MS*

#14

6. Type of Service Required

We need a carrier who will give us van service that is floor loaded but require no other special handling.

7. Similar Applications Supported

None

8. Any Other Information Deemed Pertinent

We think the service of the this carrier will be more reliable and result in less damaged merchandise than we have experienced from other carriers.

AFFIDAVIT

STATE OF Pennsylvania )  
 ) SS:  
COUNTY OF Lancaster )

Before me, the subscriber, personally appeared Frank Huber,  
who being duly sworn according to law, doth depose and say that (x)he is  
Frank Huber, is in full support of the application of Dutch Gold  
Honey, Inc., has read and signed a supporting witness statement and to the best  
of ~~her~~his ability and knowledge, the contents therein are true and correct  
statements.

Frank Huber  
Frank Huber, President

Sworn to and subscribed  
before me, this 16<sup>th</sup> day  
of Jan, 1985

Anne M. Swatski  
Notary Public

ANNE M. SWATSKI, Notary Public  
Lancaster Co., Lancaster, PA  
My Commission Expires Nov. 19, 1988

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AUG 19 1985

VERIFIED STATEMENT

Man-Cell Transport  
Public Utility Comm

In Support of The Application of Dutch Gold Honey, Inc.

1. Legal Name and Domicile of Supporting Party or Firm

Shank's Extracts, Inc.  
350 Richardson Drive  
Lancaster, PA 17603

2. Identity and Qualifications of Person Making Statement For Supporting Party or Firm

My name is Jeffrey F. Lehman. I am the company owner and I am in charge of all shipping for my company.

3. General Description of Supporting Party, Organization or Operations

We ship extracts in glass for retail sales, including flavoring extracts in retail size glass bottles and flavoring extracts in bulk containers, drums and five gallon containers.

4. Volume and Frequency of Intended Use

We would use the services of Dutch Gold Honey, Inc. at least once a week with an average shipment weight of 7,500 pounds. We would expect that as there are more buying dollars available for retail sales, we will increase our sales by 10 to 15% through these retail outlets. Because the applicant travels to 95% of my existing customers now by delivering its honey, we will get reliable and quite efficient service.

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#15

5. Specific or Representative Origins and Destinations, or Both

Shipments would be to or from our facilities in East Hempfield Township, Lancaster County. We also have inbound shipments originating in Philadelphia, Pennsylvania and they would go to a variety of places in the Commonwealth of Pennsylvania, including points in the Counties of Philadelphia, Chester, Buck, Carbon, Schuylkill, Adams, York, Jefferson, Clarion and Fulton.

6. Type of Service Required

We must have a carrier who will be careful in unloading and loading to avoid damage and must avoid freezing. Because of Dutch Gold Honey, Inc.'s experience in shipping their own products, we know they provide this type of service. We have had delays and damaged shipments from Halls Motor Transit in the shipping of vanilla extract in the past.

7. Similar Applications Supported

None

8. Any Other Information Deemed Pertinent

We would use the services of the applicant to insure prompt delivery and careful handling. We will get better and faster shipments resulting in lower freight costs resulting therefore in lower retail costs to the customer. Applicant presently delivers his own products to many of the customers to which I now ship my products. Because the applicant has trained his employees in the proper transportation and delivery of his products, i.e. liquids in glass bottles, and my products require the same careful handling, I am sure I will get a quality delivery service from the applicant.



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AUG 19 1985

VERIFIED STATEMENT

Non-Rail Transport  
Public Utility Comm.

In Support of The Application of Dutch Gold Honey, Inc.

1. Legal Name and Domicile of Supporting Party or Firm

Kitchen Kettle Foods, Inc.  
Old Philadelphia Pike  
Intercourse, PA

2. Identity and Qualifications of Person Making Statement For Supporting Party or Firm

Michael Burnley. I am president of Kitchen Kettle Foods, Inc. and I am responsible for and am familiar with the shipping needs of my company.

3. General Description of Supporting Party, Organization or Operations

We are involved with the canning of such things as vinegar, pickles, vegetables, frozen fruits, jams and relishes. Our support for Dutch Gold Honey, Inc. involves glass jars.

4. Volume and Frequency of Intended Use

We would use Dutch Gold Honey, Inc. once a week, with each shipment weighing approximately 2,000 pounds.

5. Specific or Representative Origins and Destinations, or Both

Shipments will be originating at or destined to our facilities in Intercourse, Pennsylvania in Lancaster County. We have origins at Intercourse, Philadelphia and Frazier, Pennsylvania.

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APPLICATION DOCKET  
AUG 20 1985  
ENTRY NO. *me*

11/14

6. Type of Service Required

We need a carrier who is familiar with the handling and shipment of glass containers, but the service will only be to and from our facility with occasional multiple pick ups.

7. Similar Applications Supported

None

8. Any Other Information Deemed Pertinent

We hope to be able to combine inter and intrastate service with the applicant and have support of their interstate application, which we understand has been granted. The applicant takes more of a personal interest in our business and in the handling of bottles than most carriers will. They go out of their way to be of service and they are more flexible than most carriers.





COMMONWEALTH OF PENNSYLVANIA  
PENNSYLVANIA PUBLIC UTILITY COMMISSION  
P. O. BOX 3265, HARRISBURG, Pa. 17120  
August 21, 1985

IN REPLY PLEASE  
REFER TO OUR FILE

J. Bruce Walter  
Attorney at Law  
410 North Third Street  
Harrisburg, PA 17108

In re: A-00106218 (CORRECTED) - Application of Dutch Gold Honey, Inc.

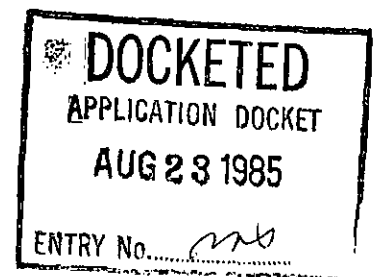
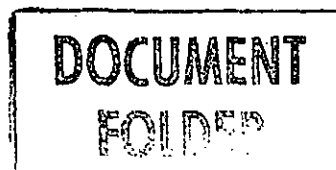
Dear Mr. Walter:

We have received the verified statements filed in the above referenced proceeding.

The record will be reviewed and will be put before the Commission for its decision. You will be notified of the Commission's action.

Very truly yours,

By William P. Hoshour  
For Peter S. Marzolf, Supervisor  
Technical Review Section  
Bureau of Transportation



#17