

*Law Offices*  
**CREAGER & NEWHOUSE, P. A.**  
CREAGER BUILDING  
1329 PENNSYLVANIA AVENUE  
POST OFFICE BOX 1417  
**HAGERSTOWN, MARYLAND 21741**

CHARLES E. CREAGER •  
DIXIE C. NEWHOUSE  
\*ADMITTED TO PRACTICE  
MD, PA & DC

TELEPHONE  
AREA CODE 301  
797-8060

March 11, 1988

IN REPLY REFER TO  
FILE NO:

The Honorable Jerry Rich, Secretary  
Pennsylvania Public Utility Commission  
Post Office Box 3265  
Harrisburg, Pennsylvania 17120

Re: Pioneer Transport, Inc.  
P.U.C. Application A-00105837, F. 1 Am-D

Dear Mr. Rich:

The applicant now wishes to waive the provisions of Act 294.

Very truly yours,

CREAGER & NEWHOUSE, P.A.

*Charles E. Creager*  
Charles E. Creager  
Attorney for Applicant

CEC/mt

cc: All parties  
Bud Huntington PA P.U.C.

**RECEIVED**

**MAR 15 1988**

**SECRETARYS OFFICE**  
**Public Utility Commission**

DOCKETED  
FOLDER

DOCKETED  
MAR 16 1988

**GENERAL**

KRINER, KOERBER AND KIRK  
ATTORNEYS-AT-LAW  
110 NORTH SECOND STREET  
P. O. BOX 1320  
CLEARFIELD, PENNSYLVANIA 16830

(814) 765-9611

March 12, 1988

WILLIAM C. KRINER  
DWIGHT L. KOERBER, JR.  
ALAN F. KIRK

COUNSEL TO THE FIRM  
WILLIAM T. DAVIS

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

**RECEIVED**

MAR 15 1988

RE: PIONEER TRANSPORT, INC.  
A-105837, F.1, Am-D

**SECRETARYS OFFICE**  
**Public Utility Commission**

Dear Mr. Rich:

I represent Butler Trucking Company, protestant in the above-referenced proceeding. In view of the restrictive amendment dated February 5, 1988, the interests of my client have been satisfied. Accordingly, I hereby withdraw the protest of Butler Trucking Company.

Very truly yours,

*Dwight L. Koerber, Jr.*  
Dwight L. Koerber, Jr.

cc: Charles E. Creager  
Mr. David F. McAllister  
DLK/jsr

**DOCUMENT  
FOLDER**

**DOCKETED**  
MAR 16 1988



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

March 23, 1988

IN REPLY PLEASE  
REFER TO OUR FILE

Charles E. Creager  
Attorney at Law  
Creager Building  
1329 Pennsylvania Avenue  
P.O. Box 1417  
Hagerstown, MD 21741

In re: A-00105837, F. 1, Am-<sup>D</sup>~~3~~ - Application of Pioneer Transport, Inc.

Dear Mr. Creager:

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 APPLICATION.
- 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 April 21, 1988.

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 Richard White.

Very truly yours,

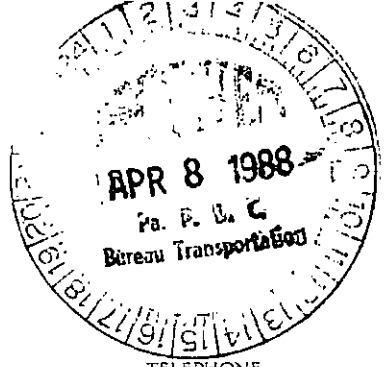
By Richard White  
For Peter S. Marzolf, Supervisor  
Technical Review Section  
Bureau of Transportation

PSM:RW:np

DOCUMENT  
FOLDER

DOCKETED  
APPLICATION DOCKET  
MAR 23 1988  
ENTRY No. *MO*

3 dw



*Law Offices*  
**CREAGER & NEWHOUSE, P. A.**  
CREAGER BUILDING  
1329 PENNSYLVANIA AVENUE  
POST OFFICE BOX 1417  
**HAGERSTOWN, MARYLAND 21741**

CHARLES E. CREAGER •  
DIXIE C. NEWHOUSE  
\*ADMITTED TO PRACTICE  
MD, PA & DC

TELEPHONE  
AREA CODE 301  
797-6060

IN REPLY REFER TO  
FILE NO.:

April 4, 1988

The Hon. Jerry Rich, Secretary  
Pennsylvania Public Utility  
Commission  
North Office Building  
North Street & Commonwealth Avenue  
Harrisburg, Pennsylvania 17120

**RECEIVED**

**APR 7 1988**

**SECRETARYS OFFICE  
Public Utility Commission**

Re: A-00105837, F.1, Am-D  
Pioneer Transport, Inc.

Dear Mr. Rich:

Enclosed please find an original and one copy of the Verified Statements in support of the application referenced above.

Kindly acknowledge receipt thereof by return of the enclosed copy of this letter in the self-addressed, postage prepaid envelope provided.

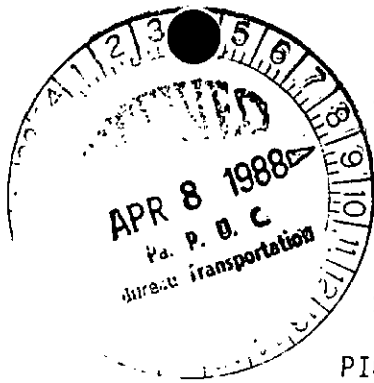
Very truly yours,

CREAGER & NEWHOUSE, P.A.

*Charles E. Creager*  
Charles E. Creager  
Attorney for Applicant

CEC/mt  
Enclosures

**DOCUMENT  
FOLDER**



VERIFIED STATEMENT  
OF  
DAVID H. MAURER  
SECRETARY-TREASURER  
PIONEER TRANSPORT, INC.

RECEIVED  
APR 7 1988  
SECRETARYS OFFICE  
Public Utility Commission

I. Legal name and domicile of applicant

The name of the applicant is Pioneer Transport, Inc., with a business address of 543 Strasburg Pike, Lancaster, Lancaster County, Pennsylvania 17602.

II. Identity and qualifications of person making statement for applicant

My name is David H. Maurer. I am the Secretary-Treasurer of Pioneer Transport, Inc. I have been with the company for over twelve years. Along with the other officers and directors of the company, I am responsible for the day to day running and direction of the company. I am both qualified and authorized to make this statement concerning the applicant in this proceeding.

III. Is the applicant affiliated with other carriers?

The applicant is affiliated with Falcon Transport, Inc., a motor carrier which provides interstate services. Two of the officers of Pioneer Transport, Inc., i.e. John L. Friant, President, and myself, David H. Maurer, Secretary-Treasurer, are major stockholders of Falcon. The applicant, Pioneer Transport, Inc., shares mutual terminal facilities with Falcon Transport, Inc., and most functions are managed in concert between the two companies.

IV. Authority sought

The applicant as filed sought to transport:

Property from the Pennsylvania facilities of Lukens Steel Company, Carpenter Technology Corporation, Falconbridge U.S., Inc., Allegheny Ludlum Steel Corporation, Jessop Steel Company, East Penn Manufacturing Company, Glen Gery Corporation, and Trim-Master Corporation, to points in Pennsylvania, and vice versa; subject to the following condition: provided that no right, power or privilege is granted to transport commodities in bulk, in tank or hopper-type vehicles.

DOCUMENT  
FOLDER

DOCKETED  
APPLICATION DOCKET  
APR 8 1988  
ENTRY No. *MS*

The applicant was protested by Ace Motor Freight, Inc., H. M. Kelly, Inc., Kephart Trucking Co., Daily Express, Inc., Kulp & Gordon, Inc., and Butler Trucking Company. Subsequently the applicant restrictively amended the application to read:

So as to permit the transportation of property from the Pennsylvania facilities of Lukens Steel Company, Allegheny Ludlum Steel Corporation, East Penn Manufacturing Company and Trim-Master Corporation, to points in Pennsylvania and vice versa; subject to the following condition: provided that no right, power or privilege is granted to transport commodities in bulk, in tank or hopper-type vehicles, and provided further that no right, power or privilege is granted to transport brick and refractory products.

Such restrictive amendment satisfied the interests of the various protestants, and they have accordingly withdrawn their respective protests. The applicant is now proceeding unopposed.

V. General scope of currently authorized operations

Attached hereto as Attachment No. 1 are copies of the presently authorized operations now conducted by the applicant in Pennsylvania.

VI. Duplicating authority which will result from grant of authority

None

VII. Dual operations resulting from grant of authority

None

VIII. Pertinent terminal facilities and communications network

Pioneer Transport, Inc. maintains full service terminal facilities as follows:

1. Lebanon (Lebanon County). At this location we have a full time terminal manager and a dispatcher.

2. Lancaster (Lancaster County). The administrative officers are located here where we employ eight people including a full-time terminal manager and a dispatcher.

3. Malvern (Chester County). At this location we have a full-time terminal manager and a dispatcher.

4. Irwin (Westmoreland County). At this location we have a full-time terminal manager and a dispatcher.

5. Coatesville (Chester County). At this location we have a full-time terminal manager and a dispatcher.

All of our terminals are served by inbound and outbound Watts lines as well as regular telephone lines.

IX. Pertinent equipment

The applicant permanently leases its equipment from owner operators under permanent lease arrangements. There are 10 tractors and 10 trailers available to the applicant at Malvern, 9 tractors and 9 trailers at Irwin, 5 tractors and 5 trailers at Lebanon, 7 tractors and 7 trailers at Coatesville, and 2 tractors and 2 trailers at Lancaster. (See Attachment No. 2)

X. Safety program

The applicant has access to a full-time safety director employed by Falcon Transport, Inc. This person is responsible for maintaining all driver qualification folders and insuring that all drivers maintain excellent driving records. Full inspections on all equipment are performed twice a year. All information on each driver is updated annually. This inspector also checks that all drivers are schooled in and familiar with applicable safety regulations.

All minor and major maintenance on the leased vehicles is performed at an independent inspection station. As far as applicant knows, it is in continuing and complete compliance with the laws and regulations of the Department of Transportation, and the Pennsylvania Public Utility Commission and all other Federal and State agencies having jurisdiction.

XI. Type of service currently provided to supporting witnesses

We presently lack authority to serve the supporting witnesses for intra-

state services. Falcon Transport, Inc., however, presently serves all of the supporting firms herein in interstate operations. What we propose to do, with the approval of the authority sought herein, is to render a complete service to each of the supporting firms, i.e. both intrastate and interstate needs.

As all of the supporting witnesses have testified, same day or overnight delivery services are needed for the most part. As most of them also stated, we will supplement existing motor carrier services. For the most part, the witnesses are not dissatisfied with existing services; rather, they require additional carriers available. Other reasons for our services include, as in the case of Lukens Steel, a substantial increase in business and a need for additional flatbed equipment. Two of the supporting shippers, i.e. Allegheny Ludlum Steel Corp. and East Penn Manufacturing Co., Inc., are substantially engaged in private carriage operations in addition to using common and contract carriers, but strongly request applicant's services so as to have its back up services available when and as needed.

Both truckload and less-than-truckload services are required. Flatbed and van trailers will be utilized. Most of the witnesses require multiple delivery outbound and pick ups inbounds.

#### XII. Financial data

Attached hereto as Attachment No. 3 is the most recent balance sheet and income statement for Pioneer Transport, Inc. As these statements show, the applicant is financially fit to perform the operations proposed herein.

#### XIII. Whether service provided will create empty miles or backhauls

Most of the supporting shippers herein require two-way services, i.e. outbound loads of the finished commodity and inbound loads of equipment, materials and supplies used in the manufacture of the commodities. Furthermore, for the most part, the intrastate services proposed will be performed in conjunction with interstate operations (in conjunction with Falcon

Transport, Inc.). Therefore, few if any empty miles will be incurred upon approval of this application.

XIV. Other information

As stated before, through Falcon Transport, Inc., a commonly owned corporation, the shippers supporting this application are provided with interstate services. These shippers have all expressed a desire that we file this application so as to enable us (along with Falcon Transport, Inc.) to perform a complete transportation service.

We at Pioneer Transport, Inc. strive to be of service to our customers.. We feel the authority requested herein will help us continue to achieve this goal.

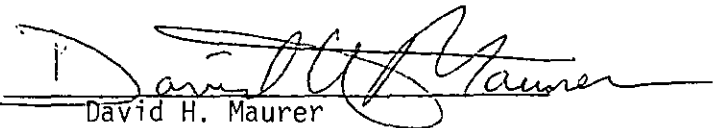
Respectfully submitted,

David H. Maurer

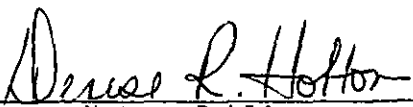
VERIFICATION

COUNTY OF Lancaster  
STATE OF Pennsylvania

David H. Maurer, Secretary-Treasurer, Pioneer Transport, Inc., being duly sworn, states that he has read the foregoing statement and knows the contents thereof, and that the same are true as stated.

  
David H. Maurer

The above statement was subscribed and sworn to before me this 25<sup>th</sup> day of March, 1988.

  
Notary Public

My Commission expires: 3/25/89  
(SEAL)

**PENNSYLVANIA  
PUBLIC UTILITY COMMISSION**

**IN THE MATTER OF THE APPLICATION OF**  
**PIONEER TRANSPORT, Inc., a corporation**  
**of the Commonwealth of Pennsylvania**

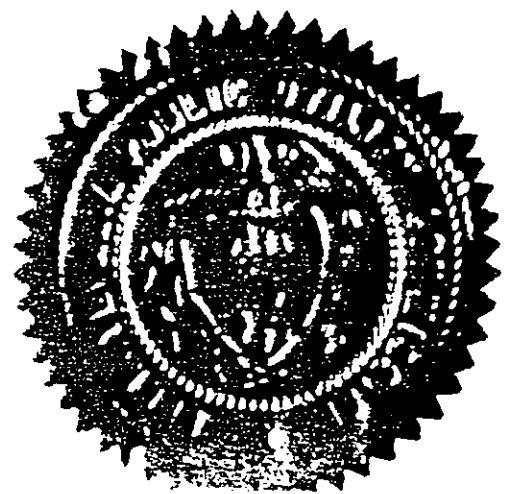
**CERTIFICATE  
OF  
PUBLIC CONVENIENCE  
A-00105837**

The Pennsylvania Public Utility Commission hereby certifies that after an investigation and/or hearing had on the above entitled application, it has, by its report and order made and entered, a copy of which is attached hereto and made a part hereof, found and determined that the granting of said application is necessary or proper for the service, accommodation, convenience and safety of the public, and this certificate is issued evidencing its approval of the said application as set forth in said report and order.

**In Testimony Whereof,** The PENNSYLVANIA PUBLIC UTILITY COMMISSION has caused these presents to be signed and sealed, and duly attested by its Secretary at its office in the city of Harrisburg this 3rd day of January 19 86

**PENNSYLVANIA  
PUBLIC UTILITY COMMISSION**

Attest:



PENNSYLVANIA  
PUBLIC UTILITY COMMISSION  
Harrisburg, PA 17120

Public Meeting held August 28, 1985

Commissioners Present:

Linda C. Taliaferro, Chairman  
James H. Cawley  
Frank Fischl  
Bill Shane

Application of Pioneer Transport, Inc.,  
a corporation of the Commonwealth of  
Pennsylvania, for the right to begin  
to transport, as a common carrier, by  
motor vehicle, (1) metal, special  
metal fabrications and assemblies,  
suspended ceiling systems, automobile  
frames for National Rolling Mills,  
Inc., from its facilities located in  
the township of East Whiteland, Chester  
County, to points in Pennsylvania, and  
vice versa; and (2) metal including  
iron, steel, aluminum and copper,  
metal products and materials, supplies  
and equipment used in the manufacture  
or distribution of such commodities  
for High Steel Service Center, Inc.,  
from its facilities located in the  
city of Lancaster, Lancaster County,  
to points in Pennsylvania, and vice  
versa; subject to the following  
condition: That no right, power or  
privilege is granted to transport  
commodities in bulk, in tank or  
hopper-type vehicles.

A-00105837

---

C.D. Spitler for the applicant.  
Charles Kulp, Jr., for protestant Kulp & Gordon, Inc.

---

O R D E R

BY THE COMMISSION:

This matter comes before the Commission by way of an appli-  
cation filed on October 22, 1984. Public notice of the application  
appeared in the Pennsylvania Bulletin of November 24, 1984. One protest  
was entered by Kulp & Gordon, Inc. This was subsequently withdrawn  
without restrictive amendment. Verified statements were then submitted

for the now unprotested proceeding, at which time the applicant requested that the description of the proposed service be broadened to permit vice versa authority for both of the named shippers. This required re-publication in the Pennsylvania Bulletin of June 22, 1985. There were no protests entered against the corrected proceeding and the record has now been certified to the Commission for disposition without an oral hearing. The record consists of a verified statement submitted on behalf of the applicant and two supporting shippers.

A verified statement has been entered by John L. Friant, president of Pioneer Transport, Inc. (Pioneer or applicant), a Pennsylvania corporation domiciled at 10A Greenfield Road, Lancaster, PA 17602. Pioneer seeks initial entry as a common carrier in order to serve National Rolling Mills, Inc. and High Steel Service Center, Inc., from their respective facilities to points in Pennsylvania and vice versa, excluding the transportation of bulk commodities, in tank or hopper-type vehicles.

Full service terminal facilities are available to the applicant in Malvern, Chester County; Lancaster; and Murrysville, Westmoreland County. Pioneer will operate from these facilities together with Falcon Transport, Inc., which has interstate authority in 48 states. Two of the officers of Pioneer, John L. Friant and David H. Maurer, are major stockholders in Falcon and the applicant will be combining its operations in Pennsylvania with the interstate traffic performed by Falcon. Communications are maintained via normal telephone lines and a WATS line.

Pioneer intends to permanently lease its equipment from owner operators presently leased to Falcon Transport, Inc. There are 18 tractors and 21 trailers available to the applicant at Murrysville; 21 tractors and 22 trailers at Malvern and six tractors and six trailers at Lancaster. New leases will be executed for this equipment should the instant application be approved by the Commission. The applicant sets forth that it is cognizant of all safety regulations of regulatory agencies and intends to comply with same. All equipment is subject to regular inspections and drivers are fully qualified and trained.

Same day or overnight delivery service will be offered to shippers, as required. Shippers have previously been served by other certificated carriers, but have been dissatisfied with the level of service provided. Some empty miles and deadheading will of necessity occur under the proposed transportation, but the applicant intends to keep these to a minimum.

As proof of its financial fitness, Pioneer enters a balance sheet as of December 31, 1984, showing total current assets of \$96,184.92 and total assets of \$104,633.58; equipment obligations of \$5,930.56 and stockholders' equity of \$98,703.02. Pioneer's profit and loss statement for December 31, 1984, reflects revenue of \$14,414.15 and total expenses of \$13,644.53, for a net profit before taxes of \$769.62.

A verified statement of support has been entered by Earl C. Skiles, traffic manager for National Rolling Mills, Inc., of East Whiteland Township, Chester County, a manufacturer of cold rolled steel. In 1984, National Rolling Mills shipped approximately 192 outbound loads of metal, special metal fabrications and assemblies, suspended ceiling systems, etc. from its Chester County facility to various points in Pennsylvania including Philadelphia, Pittsburgh, Lancaster, York and Hazelton. Inbound, the company received steel from steel producers throughout Pennsylvania. In addition, National purchases from steel brokers materials which might be warehoused anywhere in the Commonwealth. Frequently, the shipper will send commodities for processing from its Chester County plant to various points in Pennsylvania and said items are returned upon completion. The applicant will be tendered three to five loads weekly by the shipper, primarily in truckload shipments. Kulp & Gordon, Inc. presently provides service for this shipper, but it has limited equipment and its terminal is ten miles away. The applicant's terminal is only one half mile away, making it convenient for this shipper. National will continue to use Kulp & Gordon, Inc., in addition to Pioneer.

John S. Eshbach, purchasing manager of High Steel Service Center, Inc., sets forth the following information in his verified statement of support. This shipper is located in Lancaster and is a steel service center. It requires transportation of steel coils and plates from various steel mills in Pennsylvania located at such points as Pittsburgh, Irvin, Homestead, Fairless Hills, to its Lancaster plant. There is no necessity for outbound traffic since High Steel handles such transportation with its own equipment. Truckload service on inbound shipments is desired and the shipper anticipates that approximately five to ten truckloads weekly will be made available to Pioneer. Presently, carriers are selected by the steel mills, but High Steel now wishes to designate the applicant as its preferred carrier because of the close proximity of the applicant's terminal facilities to its plant.

#### DISCUSSION AND FINDINGS

The applicant herein, Pioneer Transport, Inc. seeks initial entry as a common carrier in order to serve two specific shippers from their respective facilities to points in Pennsylvania and vice versa in the transportation of metal products. National Rolling Mills, Inc. cites a requirement for both inbound and outbound traffic and intends to offer the applicant a substantial portion of its cargo. High Steel Service Center, Inc., however, sets forth a need for inbound cargo only and states it will provide its own transportation for outbound shipments. Accordingly, any authority hereinafter granted will limit service for High Steel Service Center to inbound movements, and delete the vice versa from the description.

After reviewing the evidence contained in the record, we believe the applicant has demonstrated that a need exists for the proposed service, as limited.

The applicant is affiliated with Falcon Transport, Inc. a company which provides interstate service. The applicant will share mutual terminal facilities with Falcon and it appears that most functions will be managed in concert with this company. All equipment is leased from owner-operators by Falcon and the applicant plans to likewise lease its fleet. Should the instant application be approved by the Commission, the applicant will negotiate with owner-operators, long-term leases for equipment pertinent to the subject transportation. Pioneer is reminded that 52 Pa. Code §31.32(c)(5) cites the following limitation on leasing:

(5) Limitation On Leasing. The number of pieces of powered equipment leased by a motor carrier for operation in its certificated Commonwealth intrastate service shall not, at any time, exceed the number of pieces of powered equipment owned by that motor carrier and operating in its certificated Commonwealth intrastate service. For purposes of this paragraph, the following shall be considered to be neither leased or owned:

(1) Leased equipment if the minimum duration of the lease is for a term of at least 120 days or if the lease has been continuously in force for a period of at least 120 days.

The applicant appears to have the requisite fitness to perform the proposed service. It has terminal facilities available and the experience and resources necessary to provide the subject transportation.

We find:

1. A necessity has been demonstrated for both inbound and outbound service for National Rolling Mills, Inc.
2. High Steel Service Center, Inc. sets forth a need for inbound transportation only.
3. The applicant has the requisite fitness to perform the transportation proposed herein, as limited.
4. Approval of the application, as limited, will be an accommodation and convenience to the public; THEREFORE,

IT IS ORDERED: That the application, as limited, be and is hereby approved granting the following right

- (1) To transport, as a Class D carrier, metal, special metal fabrications and assemblies, suspended ceiling systems, and automobile frames for National Rolling Mills, Inc., from its facilities located in the township of East Whiteland, Chester County, to points in Pennsylvania, and vice versa;
- (2) To transport, as a Class D carrier, metal, including iron, steel, aluminum and copper, metal products; and materials, supplies and equipment used in the manufacture or distribution of such commodities, for High Steel Service Center, Inc., from points in Pennsylvania to its facilities located in the city of Lancaster, Lancaster County;

both of the above-stated rights subject to the following condition:

Provided that no right, power or privilege is granted to transport commodities in bulk, in tank or hopper-type vehicles.

IT IS FURTHER ORDERED: That the application in all other respects be denied for lack of proof of necessity.

IT IS FURTHER ORDERED: That the authority granted herein, to the extent that it duplicates authority now held by or subsequently granted to the carrier shall not be construed as conferring more than one operating right.

IT IS FURTHER ORDERED: That upon compliance with the requirements of the Pennsylvania Public Utility Code and the rules and regulations of the Commission relating to the filing of evidence of insurance and the filing and acceptance of a tariff establishing just and reasonable rates, a certificate issue evidencing the Commission's approval of the right to operate as above-determined.

IT IS FURTHER ORDERED: That in the event said applicant has not, on or before sixty (60) days from the date of the service of this order, complied with the requirements hereinbefore set forth, the application shall be dismissed without further proceedings.

BY THE COMMISSION,

  
Jerry Rich  
Secretary

(SEAL)

ORDER ADOPTED: August 28, 1985

ORDER ENTERED: SEP 06 1985

PENNSYLVANIA  
PUBLIC UTILITY COMMISSION  
Harrisburg, PA 17120

Public Meeting held - January 29, 1987

Commissioners Present:

Linda C. Taliaferro, Chairman  
Frank Fischl  
Bill Shane

Application of Pioneer Transport, Inc., a corporation of the Commonwealth of Pennsylvania, for amendment to its common carrier certificate which grants the right, inter alia, to transport by motor vehicle, metal, including iron, steel, aluminum and copper, metal products; and materials, supplies and equipment used in the manufacture or distribution of such commodities, for High Steel Service Center, Inc., from points in Pennsylvania to its facilities in the city of Lancaster, Lancaster County; subject to the following condition: Provided that no right, power or privilege is granted to transport commodities in bulk, in tank or hopper-type vehicles: SO AS TO PERMIT the transportation of roofing products and materials, including large rolls of rubber roofing, materials and accessories requiring mechanical loading and side unloading on construction sites, for Firestone Building Products Company, a Division of Firestone Tire and Rubber Company, from its distribution center and warehouse located in the township of Manheim, Lancaster County, to points in Pennsylvania, and vice versa; subject to the following condition: That no right, power or privilege is granted to transport commodities in bulk, in tank or hopper-type vehicles.

A-00105837

F. 1

Am-A

---

Spitler and Kilgore, by Calvin D. Spitler for the applicant.

---

O R D E R

BY THE COMMISSION:

This matter comes before the Commission by an application filed on May 5, 1986, and published in the Pennsylvania Bulletin of May 24, 1986. There are no protests and the record is now certified to the Commission for its decision without oral hearing. Verified statements were submitted by the applicant and the shipper.

John L. Friant, in his capacity as president of Pioneer Transport, Inc. (Pioneer or applicant), has entered a verified statement in which he sets forth, inter alia, that the corporation is domiciled at 543 Strasburg Pike, Lancaster, Lancaster County, and that it now seeks authority in addition to that which it already holds at Folder 1. Our records reveal that Pioneer is affiliated with Falcon Transport, Inc., which holds interstate authority in 48 states. Two of the officers of Pioneer, John L. Friant, president, and David H. Maurer, secretary-treasurer, are major stockholders of Falcon.

Pioneer has full service terminal facilities available to it at Malvern, Chester County; Lancaster; and Murrysville, Westmoreland County. The business of both Pioneer and Falcon are conducted from these facilities where Pioneer's Pennsylvania operation is combined with Falcon's 48 state ICC operation. Communications are conducted via normal telephone lines and a WATS line.

The applicant operates with equipment leased from owner-operators under permanent lease arrangements. There are 17 tractors and 22 trailers stationed in Murrysville; 23 tractors and 23 trailers at Malvern; and eight tractors and six trailers at Lancaster. The applicant is familiar with the prescribed safety regulations and has access to a full-time safety director employed by Falcon.

An unaudited balance sheet indicates that as of June 30, 1986, the applicant had current assets of \$95,618, total assets of \$97,708, with current liabilities of \$3,685 and total liabilities of \$5,504, leaving stockholders' equity of \$92,204. An unaudited profit and loss statement discloses that during the six month period ending June 30, 1986, the applicant realized a net profit of \$3,366 from operating income of \$17,954.

William J. Hickey, manager of physical distribution for Firestone Building Products Company, a Division of Firestone Tire and Rubber Company, has entered a supporting verified statement. As pertinent here, a facility is maintained in Manheim Township, Lancaster County, from which roofing products and related materials are shipped throughout all of Pennsylvania. The products include rubber roofing and materials and supplies used in the installation thereof, consisting of hardware, cement, tools, etc.

It is anticipated that two to three truckloads per month will be made available to the applicant. Volume shipments will require the use of flatbed trailers. Mechanical loading and side unloading is required at construction sites. Representative points of destination include Allentown, Altoona, Erie, Gettysburg, Harrisburg, Hazleton, Johnstown, Lebanon, Lewistown, New Castle, Philadelphia, Pittsburgh, Reading, Somerset, State College, Wilkes-Barre, Williamsport and York. Although it has been less than specific concerning points of origin, the shipper states it does have need for service of a vice versa nature back into the Manheim Township facility.

#### DISCUSSION AND FINDINGS

Pioneer Transport seeks to amend its common carrier certificate so that it will have the right to transport roofing products and materials for Firestone Building Products Company, from its distribution center and warehouse located in Manheim Township, Lancaster County, to points in Pennsylvania, and vice versa, conditioned so that no right shall be granted to transport commodities in bulk, in tank or hopper-type vehicles. No one has protested the application.

The shipper has been convincing in its need for transportation services on a statewide basis from its Manheim Township facility. We are further convinced that the applicant is well qualified to render the required service. Although the shipper has shown a rather shallow need for service on a vice versa basis, it has alluded to having shipments in the reverse direction. We notice that all services to be supplied by the applicant will be for the supporting shipper only, and in such instances, a more liberal approach is generally taken in terms of our requirements for establishing public need.

We find:

1. That a public need for the proposed service does exist.
2. That the applicant is fit, ready, willing and able to render the service proposed.
3. That approval of the application is necessary for the accommodation and convenience of the public; THEREFORE,

IT IS ORDERED: That the application be and is hereby approved and that the certificate issued to the applicant on January 3, 1986, be amended to include the following right:

To transport, as a Class D carrier, roofing products and materials, including large rolls of rubber roofing, materials and accessories requiring mechanical loading and side unloading on construction sites, for Firestone Building Products Company, a Division of Firestone Tire and Rubber Company, from its distribution center and warehouse located in the township of Manheim, Lancaster County, to points in Pennsylvania, and vice versa;

subject to the following condition:

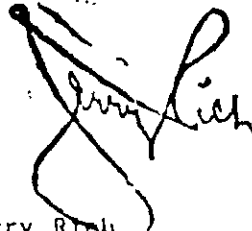
That no right, power or privilege is granted to transport commodities in bulk, in tank or hopper-type vehicles.

IT IS FURTHER ORDERED: That the applicant shall not engage in any transportation granted herein until it shall have complied with the requirements of the Pennsylvania Public Utility Code and the rules and regulations of the Commission relative to the filing and acceptance of a tariff establishing just and reasonable rates.

IT IS FURTHER ORDERED: That in the event the applicant has not, on or before sixty (60) days from the date of the service of this order, complied with the requirements hereinbefore set forth, the application shall be dismissed without further proceedings.

IT IS FURTHER ORDERED: That the authority granted herein to the extent that it duplicates authority now held by or subsequently granted to the applicant, shall not be construed as conferring more than one operating right.

BY THE COMMISSION,



Jerry Rieh  
Secretary

(SEAL)

ORDER ADOPTED: January 29, 1987

ORDER ENTERED: FEB 05 1987

PIONEER TRANSPORT, INC.  
543 Strasburg Pike  
Lancaster, PA 17602

## EQUIPMENT LIST

<u>Trailer No.</u>	<u>Year</u>	<u>Make</u>	<u>Type</u>	<u>Serial No.</u>	<u>License No.</u>
13-129A	1978	Gindy	F42	65402	PA TJ3222
13-172A	1964	Fruehauf	F40	51432	NJ 864SW
28-020A	1974	Fontaine	F40	21248	PA TB22076
28-021A	1971	Ravens	F40	70106	NJ 423TDD
28-021B	1980	Transcraft	F40	C14887	NJ 114TJM
28-032A	1971	Ravens	F40	71324	PA TL16767
28-032B	1969	Fruehauf	F40	536602	PA TH15516
28-037B	1986	Trnsgbl	F40	002257	PA TN41352
28-047A	1974	Ravens	F40	741212	PA TA73792
28-052A	1970	Ravens	F40	70277	PA TB31955
28-060A	1973	Fruehauf	F40	444910	PA TL17028
28-061A	1979	Trlmb1	F40	V32904	PA TE15413
28-066A	1980	Ravens	F40	80718	ME 551768
28-066B	1971	City	F40	161101	ME 556967
28-079A	1969	Trlmb1	F40	B30914	PA TM69888
28-079B	1970	Fontaine	F40	B80625	
28-080A	1972	Trailco	F40	8734	PA TD20719
28-081A	1979	Ravens		79671	PA TB82529
51-001A	1971	Fruehauf	V45	386016	ME 698581
51-001B	1972	Gindy	V45	B86173	ME B60632
51-001C	1969	Strick	V45	121735	ME B60631
51-002A	1972	Trlmb1	V45	J30120	ME C37106
51-002B	1976	Monon	V45	28349	PA TM79738
51-003A	1974	Fruehauf	V45	203997	PA TM90113
51-004A	1976	Budd	V45	28369E	PA TN91892
51-004B	1978	Fruehauf		654263	PA
51-008A	1974	Trlmb1	V45	K97S11	PA
51-008B	1974	Trlmb1	V45	K97S62	PA
51-010A	1978	Budd	V45	66603E	ME C84085
51-015A	1973	Strick		156841	DE
54-001A	1984	Reitnour	F42	000111	PA TA64863
54-002A	1986	Dorsey	F46	021476	PA TL92721
54-003A	1979	Fruehauf	F42	335329	PA TL67745
54-004A	1972	Fruehauf	F40	218320	PA TN23873
54-005A	1981	Dorsey	F42	154471	PA TH10868
54-009A	1979	Fruehauf	F42	500238	PA TM10587
54-010A	1985	Transcraft	F45	026166	PA TL59231
54-011A	1986	Theurer	F45	208443	PA TN31635
54-013A	1974	Frye	F40	150970	ME B15227
54-014A	1986	Transcraft	F46	027890	PA TL38257
54-015A	1985	Trlmb1		002671	PA TM17399
54-016A	1979	Dorsey	F40	143864	PA TN68024

13 - Malvern  
28 - Irwin

51 - Milton  
54 - Harrisburg

PIONEER TRANSPORT, INC.  
 543 Strasburg Pike  
 Lancaster, PA 17602

EQUIPMENT LIST

<u>Lease No.</u>	<u>Tractor Year</u>	<u>Tractor Make</u>	<u>Tractor Serial No.</u>	<u>Tractor License No.</u>
13-129	1972	Mack	T25522	PA CM20746
13-172	1974	Ford	06635	DE C54754
28-020	1974	Frtlnr	085737	PA AA35862
28-021	1975	White	102181	NJ XNN25F
28-032	1968	Kenworth	205498	PA CJ77009
28-037	1970	Ford	H12932	PA CT41320
28-047	1975	IHC	A13311	OH 15GG66
28-052	1978	Mack	T17670	PA CJ72824
28-060	1975	Ford	V77801	PA 63276CD
28-061	1974	White	085699	PA AA40102
28-066	1972	Kenworth	126792	OH 16JU45
28-079	1975	GMC	593663	PA 22749CJ
28-080	1972	Kenworth	44838J	PA AA55738
51-001	1979	Kenworth	78416K	OH 19095
51-002	1979	GMC	579643	OH 17T480
51-003	1981	Frtlnr	024817	OH 14EL85
51-004	1979	Mack	ST1780	PA
51-007	1979	Mack	T14162	OH 16NG20
51-010	1973	Dia Reo	600552	PA AA52501
51-011	1980	IHC	A10771	PA
51-015	1977	Peterbilt	85394N	DE
54-001	1977	GMC	584847	PA AA44875
54-002	1973	IHC	523198	PA AA42618
54-003	1973	Dia Reo	598721	FL Temp.
54-004	1973	White	077910	PA AA48415
54-005	1979	IHC	312347	PA 57503CB
54-009	1979	Ford	EK5197	NJ XD34KH
54-101	1973	Chevrolet	190003	AA42458
54-011	1974	Kenworth	137311	NJ XG26TL
54-013	1971	White	054123	MD FE5981
54-014	1980	Frtlnr	130342	PA AA47954
54-015	1979	Kenworth	71761K	PA AA56508
54-016	1978	Frtlnr	135174	OH

13 - Malvern  
 28 - Irwin  
 51 - Milton  
 54 - Harrisburg

PIONEER TRANSPORT, INC.  
 Balance Sheet  
 February 29, 1988

ASSETS

Current Assets:

Cash		\$ 11,139.47
Accounts Receivable		12,848.78
Advances to Officers		<u>83,543.63</u>
Total Current Assets		107,531.88

Equipment

Service Cars	6,800.00	
Furniture & Fixtures	5,429.35	
	<u>12,229.35</u>	
Less Accum. Depreciation	<u>11,875.95</u>	353.40

Total Assets		<u>\$107,885.28</u>
--------------	--	---------------------

LIABILITIES

Note Payable		\$ 7,000.00
Current Liabilities:		
Accrued Commission	327.22	
Accounts Payable	3,279.43	
Accrued Insurance	1,288.17	
Accrued Road Taxes	<u>179.97</u>	5,074.79
Reserve for Claims		99.06
Long Term Debt Due Within One Year		659.42
Total Liabilities		12,833.27

STOCKHOLDER'S EQUITY

Common Stock \$10.00 Par Value		
Authorized	10,000	
Issued & Outstanding	4,700	47,000.00
Retained Earnings	48,052.01	95,052.01
Total Liabilities & Stockholder's Equity		<u>\$107,885.28</u>

PIONEER TRANSPORT, INC.  
 Profit & Loss Statement  
 February 29, 1988

	<u>February</u>	<u>Year to Date</u>
Operating Revenue	9,501.73	31,573.08
Expenses:		
Operating Supplies & Expense	- - - -	150.00
Commission	779.44	2,684.91
General & Admin. Expense	60.00	593.51
Insurance	387.66	1,288.17
Purchased Transportation	<u>7,092.36</u>	<u>23,924.39</u>
Total Operating Expense	8,319.46	28,640.98
Interest Expense	<u>76.93</u>	<u>114.05</u>
Total Expenses	8,396.39	28,755.03
Net Profit Before Taxes	1,105.34	2,818.05

VERIFIED STATEMENT  
OF  
CHESTER SMITH  
GENERAL SUPERVISOR OF  
TRANSPORTATION SERVICES  
ALLEGHENY LUDLUM STEEL, A DIVISION OF  
ALLEGHENY LUDLUM CORPORATION

I. Legal name and domicile of supporting party or firm

The name of the supporting firm is Allegheny Ludlum Steel, a Division of Allegheny Ludlum Corporation, with a business address of 1000 Six PPG Place Pittsburgh, PA 15219.

II. Identity and qualifications of person making statement for supporting party or firm

My name is Chester Smith. I am the General Supervisor of Transportation Service of Allegheny Ludlum Steel, a Division of Allegheny Ludlum Corporation. I have been with the company over 33 years and am familiar with its transportation needs. I am both qualified and authorized to make this statement in support of the application filed herein.

III. General description of supporting organization

Allegheny Ludlum Steel produces iron and steel, both stainless and electrical. Our customers include automotive companies, distributors, electrical companies and utensil manufacturing companies. We have seven manufacturing facilities in the eastern United States, the relevant locations in Pennsylvania being at West Leechburg, Brackenridge, Coatesville, and Bagdad. Our corporate offices are located in Pittsburgh, PA.

IV. Volume and frequency of intended use

The volumes for which we require transportation services fluctuates with the ups and downs in the metal market generally. One week we may need several truckloads transported, and then the next week none at all. When

the market is up, however, we need transportation services as quickly as possible. Besides the market fluctuations, the transportation needs are not otherwise seasonal.

The services required are both truckload and less-than-truckload in nature and flatbed equipment is required. For the most part, a single truckload will go to a single customer but on occasion, multiple deliveries to several customers en route to a final destination may be required.

V. Specific or representative origins and destinations

The transportation involves the pick up of processed iron and steel from our various plants as outlined above and then making deliveries to customers' facilities in such representative points in Pennsylvania as Philadelphia, Downingtown, Washington and Erie. These are merely representative in that we have customers in points throughout primarily eastern Pennsylvania. We also require motor carriers to transport loads between out various facilities in Pennsylvania.

VI. Type of service required

As mentioned above, we require transportation services both outbound to our customers' facilities as well as between our various plant sites. Because the processed metal is both bulky and heavy, flatbed equipment is required. This equipment must be equipped with tarps to cover the metal so as to protect it from the extremes of weather. On occasion, we require flatbed equipment with portable sides.

The metal market fluctuates drastically. When the market is "up", however, our customers need our deliveries literally "yesterday." That is because the production schedules at their facilities must be kept and they need the processed metals to supply their production lines. Therefore, it is imperative that we have motor carrier services available so as to expedite deliveries to our customers.

VII. How service needs are currently provided

We presently are engaged substantially in private carriage operations. Additionally, we utilize the services of various common and contract carriers. Examples of the common carriers we use include Jones Motor and Regal & Sons. An example of one of our contract carriers is Whitebread Trucking. Because of the volumes involved, however, we require a rather large pool of motor carriers available at all times and are supporting the applicant herein so as to have its services available to supplement the services used. As I mentioned above, time is of the essence in all deliveries, both to our customers who do not maintain any inventory of our metals on hand, and between our various plant sites. We need the services of as many motor carriers as possible who have the specialized equipment we need on hand and who can respond quickly to our calls for service.

VIII. Unsatisfactory aspects of current service.

I cannot honestly say that I have any particular complaints as to the services we are currently receiving from any of the various carriers now hauling for us. Rather, we are supporting the applicant herein in that we need a large pool of motor carriers who operate flatbed equipment and possess the requisite authority to transport our loads. Upon approval of this application, applicant will join a list of motor carriers upon whom we call when and as the need occurs.

IX. Other pertinent information

It is important that we have supplement motor carrier services available when and as needed. Otherwise, we are competing with other shippers from the use of the specialized equipment (flatbed trailers) that are needed to transport our commodities. It is for this reason we are supporting the applicant. Applicant has various terminals located conveniently for our calls for

service and now operates the flatbed trailers we require. Therefore, we request the expedited approval of this application.

Respectfully submitted,

Chester Smith

VERIFICATION

COUNTY OF Westmoreland  
STATE OF Pennsylvania

Chester Smith, General Supervisor of Transportation Services,  
Allegheny Ludlum Steel, A Division of Allegheny Ludlum Corporation, being  
duly sworn, states that he has read the foregoing statement and knows the  
contents thereof, and that the same are true as stated.

Chester Smith  
Chester Smith

The above statement was subscribed and sworn to before me this 29<sup>th</sup>  
day of March, 1988.

Henry A. Thompson  
Notary Public

My Commission expires: July 10, 1990

(SEAL) HENRY A. THOMPSON, NOTARY PUBLIC  
NEW KENNESBETH, WESTMORELAND COUNTY  
MY COMMISSION EXPIRES JULY 10, 1990  
Member, Pennsylvania Association of Notaries

VERIFIED STATEMENT  
OF  
THOMAS LICHTENWALTER  
PRODUCTION MANAGER  
TRIM-MASTER, INC.

I. Legal name and domicile of supporting party or firm

The name of the supporting firm is Trim-Master, Inc., with a business address of 5860 N. Fifth Street Highway, Temple, Pennsylvania 19560.

II. Identity and qualifications of testifying witness

My name is Thomas Lichtenwalter. I am the Production Manager for Trim-Master, Inc. I am familiar with and my overall responsibilities include the day to day supervision of our transportation requirements. I am qualified and authorized to make this statement in support of the application filed herein by Pioneer Transport, Inc.

III. General description of supporting organizations

Trim-Master, Inc. manufactures steel products such as bins, tanks and hoppers, which are used for many purposes including the storage of chemicals and water.

IV. Volume and frequency of intended use and type of service required

We will use the applicant on an as needed basis. I would estimate this would be approximately two truckloads per month. This will, of course, vary as orders fluctuate. We require truckload services and one truckload will go to one customer in that our commodities are rather large. Flatbed equipment is required. The majority of the truckloads that leave our facility require a permit for overwidth, overheight or both and we do require the motor carrier to take care of the appropriate permits.

We require outbound services only in that we now utilize our own private carriage for inbound needs. Time is of the essence in all deliveries.

Because our commodities are rather large, a crane is many times needed to unload the truck and therefore deliveries are scheduled as to when a crane will be available to unload the truck. This may be at either a construction site or the plant site of our customers. In either event, we must have delivery when and as scheduled or otherwise we pay extra for the crane being available as well as for the time actually used when delivery is finally made. Needless to say, we do not want the additional expense involved for late deliveries so motor carriers that serve us must be dependable and timely, or we simply cannot afford to use them.

V. Specific or representative origins and/or destinations

As I mentioned above, we utilize our own private carriage for inbound loads of materials and supplies. We require outbound loads from our manufacturing facility to literally any point in Pennsylvania in that our loads go to both job sites as well as customer's business locations. Representative points we have delivered to in the past include, but are not limited to, Philadelphia, Pittsburgh, Scranton and Allentown.

VI. How service needs are currently provided

We are presently using the motor carrier services of Quaker Transportation for our intrastate requirements. The services of this carrier have been satisfactory but we do require additional services to have more than one carrier available so that if the equipment of one is not available, we can then call upon another. It is for that reason we support the application so as not to have all of our eggs in one basket, so to speak.

VII. Unsatisfactory aspects of current service

Quaker Transportation has been providing a satisfactory service as I mentioned above. We must have additional motor carrier services available, however, in that our limited private carriage is used for inbound loads of materials and supplies, and is not available for outbound services. Applicant

is based nearby our manufacturing facility and operates the flatbed equipment we must have. Its affiliated company, Falcon Transport, has been serving us for interstate need for a number of years and with the services of applicant available, we would then have available a complete service.

VIII. Other pertinent information

Because our loads are highly specialized, i.e. they are overdimensional both as to width and height, many motor carriers shun our freight in that special permits are required. Therefore, our supply of available motor carriers is somewhat limited and we must compete with other shippers for the available motor carriers which operate the specialized equipment and will obtain the required permits. Applicant's affiliated company, Falcon Transport, has shown itself to be one of the limited number of carriers that operates flatbed equipment and will obtain the permits and has personnel familiar with the transportation of our oversized loads. Therefore, applicant is the logical choice to become our supplemental or back up carrier and we look forward to using its services within Pennsylvania within the near future.

Respectfully submitted,

Thomas Lichtenwalter

VERIFICATION

COUNTY OF BERKS

STATE OF PENNSYLVANIA

Thomas Lichtenwalter, Production Manager, Trim-Master, Inc. being duly sworn, states that he has read the foregoing statement and knows the contents thereof, and that the same are true as stated.

Thomas Lichtenwalter  
Thomas Lichtenwalter

The above statement was subscribed and sworn to before me this 31<sup>st</sup>  
day of March, 1988.

Dennis R. Holton  
Notary Public

My Commission expires: 3/25/89

(SEAL)

VERIFIED STATEMENT

OF

JAMES DeLONG

TRAFFIC MANAGER

EAST PENN MANUFACTURING CO., INC.

I. Legal name and domicile of supporting firm

The name of the supporting firm is East Penn Manufacturing Co., Inc., a Pennsylvania Corporation, with a business address of Deka Road, Lyon Station, Pennsylvania 19536.

II. Identity and qualifications of testifying witness

My name is James DeLong. I am the Traffic Manager for East Penn Manufacturing Company, Inc. I have been with the company for over six years and my responsibilities include the overall supervision of our transportation needs. I am qualified and authorized to make this statement in support of the application filed herein.

III. General description of supporting firm

East Penn Manufacturing Company, Inc. manufactures electric storage batteries. Our customers include automotive and other retail stores such as Western Auto and K-Mart. Because of the nature of our product and the customers we sell to, we have need for transportation services to cities and towns throughout Pennsylvania and the entire United States.

IV. Volume and frequency of intended use and type of service required

We will use the applicant as a back up to our private carriage and I would estimate that this would translate to an occasional load, several times a month. For points in Pennsylvania, we require truckload services and generally one truckload will go to one customer. On occasion, however, we do require multiple stops while en route to a final destination. The loads are

palletized and easily loaded and unloaded. We require van equipment for the most part, but on occasion we do require flatbed equipment.

V. Specific or representative origins and destinations

As I mentioned above, we have customers in cities and towns throughout the State of Pennsylvania. Our manufacturing facility is located in Lyon Station, Berks County, Pennsylvania, and representative points where we have customers include, but are not limited to: Waynesboro, New Holland, Scranton, Reading and Harrisburg.

VI. How service needs are currently provided

We are presently engaged in private carriage operations and we operate quite a substantial fleet of tractors and trailers. Additionally, we utilize the services of common carriers such as New Penn and Ward Trucking for Pennsylvania intrastate operations. Applicant, upon approval of this application, will serve as a supplemental back up carrier to our private carriage and the other motor common carriers we now utilize. Back up services are very important to us in that our loads must go out on a timely basis and when our own fleet and the regular common carriers we now use cannot provide services, we must have additional services available. This is not always as easy as it sounds in that the motor carrier must have the type equipment we use and be located nearby so as to be able to respond quickly to our calls for service. It is for this reason that we support the applicant in that one of its terminals is located nearby our manufacturing facility and when it has the requisite authority, it will be ideally located and suited to provide the back up services we require.

VIII. Unsatisfactory aspects of current service

There are no unsatisfactory aspects of current service. We are well pleased with our own private carriage operations and the motor common carriers serving us have provided a satisfactory service. Our need is for supplemental

motor carrier services so as to have it available when and as needed. As I mentioned above, we feel applicant is well situated for this type of service and when it has the requisite authority, we will be happy to add it to our pool of motor carriers upon whom we call when service is required.

IX. Any other pertinent information

We are familiar with the personnel at applicant in that its affiliated company, Falcon Transport, Inc., has been serving our need for interstate traffic for quite some number of years and we have been well pleased with that service. The addition of having the services of applicant available in Pennsylvania intrastate operations will be a tremendous plus and allow applicant to offer us, in conjunction with its affiliated company, a complete transportation service. Such a service makes good business sense and will allow for the most economical use of equipment by applicant and avoid additional congestion at our docks. Therefore, we look forward to applicant obtaining the applied for authority as quickly as possible.

Respectfully submitted,

James DeLong

VERIFICATION

COUNTY OF: Berks  
STATE OF Pa.

James DeLong, Traffic Manager, East Penn Manufacturing Co., Inc., being duly sworn, states that he has read the foregoing statement and knows the contents thereof, and that the same are true as stated.

James M. De Long  
James DeLong

The above statement was subscribed and sworn to before me this 29<sup>th</sup> day of March, 1988.

Jeanne Damato  
Notary Public

JO ANNE DAMATO, Notary Public  
Lyons, Berks County, Pa.

My Commission expires: My Commission Expires Jan. 27, 1990

(SEAL)

VERIFIED STATEMENT

OF

ROBERT F. TOIA

TRAFFIC & TRANSPORTATION MANAGER

LUKENS STEEL

A DIVISION OF LUKENS, INC.

I. Legal name and domicile of party or firm

The name of the supporting shipper is Lukens Steel, a division of Lukens, Inc. with a business address of 50 South First Avenue, Coatesville, Pennsylvania 19320. The actual location of our facilities are in the City of Coatesville and Borough of South Coatesville, Chester County and Conshohocken, Montgomery County.

II. Identity and qualifications of testifying witness

My name is Robert F. Toia, Traffic and Transportation Manager for Lukens Steel. I have been with the company for 25 years with responsibilities for all transportation requirements. I am both qualified and authorized to make this statement in support of the application filed by Pioneer Transport, Inc.

III. General description of supporting party and/or operations.

Lukens Steel, a division of Lukens, Inc., is engaged in the manufacture of steel plates. These steel plates are not a finished product, but are used by our customers for further fabricating into the size and shape needed for their own manufacturing or construction purposes. Examples of the types of customers we have include bridge, locomotive, shipbuilding and heavy construction equipment manufacturers.

We presently operate two manufacturing facilities, one in Coatesville, Chester County and the other in Conshohocken, Montgomery County, PA. Many customers and potential customers are located throughout the State of Pennsylvania, particularly in large industrial areas, such as Erie, Pittsburgh area and Philadelphia.

IV. Authority requested

We have requested that the applicant file for authority as follows:

Property for Lukens Steel, a division of Lukens, Inc.,  
between points in Pennsylvania.

V. Volume and frequency of traffic involved

Our output of steel plates and the need for transportation services is fairly steady year round. The type equipment needed for this transportation is flatbed trailers which the applicant presently operates. We load in truckload quantities and require one tractor-trailer combination for each shipment.

The majority of our deliveries are to fabricators, manufacturers, or to jobsite locations, requiring a just-in-time type of service to assure a steady supply of steel plates on hand at all times for continuity of customer operations. On occasion we need expedited deliveries and we must have motor carrier services available immediately. Normal delivery requirements are same day or overnight depending on location. Carriers are expected to strictly comply with such delivery requirements.

VI. Representative origins and destinations

As stated previously, origins are manufacturing facilities at Coatesville and Conshohocken, Pennsylvania. Representative destinations include cities with large industrial complexes such as Philadelphia, Pittsburgh and Erie.

VII. How service needs are currently provided and unsatisfactory aspects of current service

We are presently using the motor carrier services of A. Duie Pyle, Kulp and Gordon, Jones Motor and Liedtka in Pennsylvania intrastate services.

We have no complaints regarding the services of these carriers. Our support is based on a substantial increase in business and the need for additional authorized carriers with flatbed equipment available to transport our product. Each of these motor carriers haul for other shippers as well as ourselves, and there are occasions when equipment is not readily available. Applicant operates flatbed equipment in the area of our two manufacturing facilities and is ideally located to transport our product to customers on demand.

VIII. Any other pertinent information

The availability of sufficient carriers to handle the current increased business level as well as peak shipping periods requires additional carrier with adequate equipment supply and proximity to our mills. It is for this reason we have requested the applicant to file this application so as to be authorized from the Pennsylvania Public Utilities Commission to service our facilities. We respectfully request the immediate and favorable approval of this application.

Respectfully submitted,

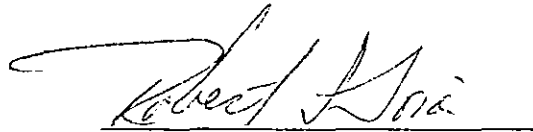


Robert F. Toia, Manager  
Traffic & Transportation  
Lukens Steel Company

VERIFICATION

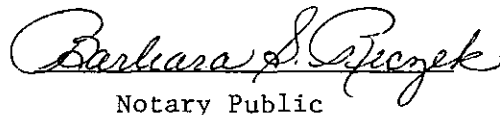
COMMONWEALTH OF PENNSYLVANIA  
COUNTY OF CHESTER

Robert F. Toia, Manager - Traffic and Transportation - Lukens Steel, a Division of Lukens, Inc., being duly sworn, states that he has read the foregoing statement and knows the contents thereof, and that the same are true as stated.



Robert F. Toia

The above statement was subscribed and sworn to before me this 7<sup>th</sup> day of May, 1987.



Notary Public

My Commission expires: May 7, 1990  
(SEAL)



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

April 8, 1988

IN REPLY PLEASE  
REFER TO OUR FILE

Charles E. Creager  
Attorney at Law  
1329 Pennsylvania Avenue  
P.O. Box 3417  
Hagerstown, MD 21741

In re: A-00105837, F. 1, Am-D - Application of Pioneer Transport, Inc..

Dear Mr. Creager:

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 Richard White  
For Peter S. Marzolf, Supervisor  
Technical Review Section  
Bureau of Transportation

PSM/RW/jge

