

COMMONWEALTH OF PENNSYLVANIA

PUBLIC UTILITY COMMISSION

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 :  
 4 J. F. Lomma, Inc. :  
 Right to begin to transport :  
 5 property, which because of : Docket No.  
 size or weight, requires the : A105101  
 6 use of rigging, special handling :  
 or special equipment between :  
 7 points in Pennsylvania. :  
 :  
 8 Further Hearing. :  
 :  
 9 -----x :

Docket No. A105101

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SECRETARY'S OFFICE  
Public Utility Commission

Pages 163 through 227.

Hearing Room 1  
11th Floor  
State Office Building  
300 Liberty Avenue  
Pittsburgh, Pennsylvania 15219

Monday, August 20, 1984.

Met, pursuant to notice, at 10:00 a.m.

BEFORE:

JOSEPH J. KLOVEKORN, Administrative Law Judge.

APPEARANCES:

JAMES W. PATTERSON, Esquire  
Rubin, Quinn and Moss  
1800 Penn Mutual Tower  
510 Walnut Street  
Philadelphia, Pennsylvania 19106.  
(For J. F. Lomma, Inc.).

DOCKETED  
SEP 10 1984

JOHN A. PILLAR, Esquire  
Pillar and Mulroy  
1500 Bank Tower  
307 Fourth Avenue  
Pittsburgh, Pennsylvania 15222.  
(For Moore-Flesher Hauling Company  
and Daily Express, Inc.).

DOCUMENT  
FOLDER

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P R O C E E D I N G S

1  
2  
3 ADMINISTRATIVE LAW JUDGE JOSEPH J. KLOVEKORN: I call  
4 to order this hearing, in Case A105101, Application of J. F.  
5 Lomma, Inc. It is a continuation of a hearing previously held  
6 in Philadelphia. We are scheduled here to hear additional  
7 shipping witnesses.

8 Mr. Patterson, do you want to proceed, at this time?

9 MR. PATTERSON: Yes, sir, Your Honor. I will make a  
10 brief, a little opening statement. It has to do with the fact  
11 that 3 of the Protestants, namely Frank W. Hake, Inc.; P. Liedtka  
12 Trucking, Inc. and David Graham Company are not represented  
13 at today's hearing. Mr. Kahn advised me, last Thursday or  
14 Friday, that he would not be here and had not undertaken to  
15 obtain local representation for his clients. That does not  
16 indicate a withdrawal of those protests, but simply that I  
17 suspect that it is his expectation that his interests were not  
18 particularly affected by the witnesses at today's hearing.

19 JUDGE KLOVEKORN: Thank you.

20 MR. PATTERSON: With that, Your Honor, I would call  
21 Mr. Kramer.

22 (Witness sworn).

23  
24 Whereupon,

25 JAMES H. KRAMER

1 having been duly sworn, testified as follows:

2 DIRECT EXAMINATION

3 BY MR. PATTERSON:

4 Q Mr. Kramer, would you state your full name and  
5 address for the record, please, sir, your business address?

6 A James H. Kramer, 1301 Saw Mill Run Boulevard,  
7 Pittsburgh 15226.

8 Q Mr. Kramer, have you participated in the preparation  
9 of written testimony, for purposes of its use at this hearing?

10 A Yes. Yes, I have.

11 Q And has ---

12 MR. PATTERSON: Strike that. Your Honor, I have pre-  
13 viously handed to counsel for the Protestants, to Your Honor  
14 and 3 copies to the reporter, of a 2-page document, headed  
15 "Prepared Testimony Of James H. Kramer." I would ask that that  
16 be marked as Applicant's Exhibit 5.

17 JUDGE KLOVEKORN: Without objection, it will be so  
18 identified.

19 (Whereupon, the document was  
20 marked for identification as  
Applicant's Exhibit No. 5).

21 BY MR. PATTERSON:

22 Q Mr. Kramer, looking at what has been marked as  
23 Applicant's Exhibit 5, are you familiar with the contents of  
24 that document (indicating)?

25 A Yes. Yes, I am.

1 Q And is that document (indicating) the one that you  
2 participated in preparing?

3 A Yes. Yes, it is.

4 Q If I were to ask you the questions set forth in the  
5 document, would your answers, under oath, be the same as are  
6 therein set forth?

7 A Yes.

8 Q And do you adopt Exhibit No. 5 as your basic testi-  
9 mony, in this proceeding?

10 A I do.

11 Q Now, sir, are you aware of the opening of a J.F.  
12 Lomma terminal, in the Pittsburgh area?

13 A Yes. Yes, I am.

14 Q Do you know when that opened and became ready for  
15 business?

16 A Within the last week.

17 Q Do you know where it is located?

18 A Bridgeville.

19 Q Pardon me?

20 A Bridgeville.

21 Q Does that have any effect on your support of this  
22 Application?

23 A Yeah. You know, having another local outfit, sure.

24 Q Why? Why is it good to have another local outfit?

25 A Well, like I said in the testimony, the nature of

1 our business is rush, full overtime --- we are a service  
2 oriented company. We don't have a product. We sell a service,  
3 motor repair. And it is usually when a mill is down and we  
4 need rush overtime. So, you need more --- you know, you need  
5 local carriers.

6 Q Now, sir, you indicate right now, that you are the  
7 Sales Manager of Pennsylvania Electric Coil, Inc. Is your  
8 title going to change, in the near future?

9 A Yes.

10 Q What is it going to change to?

11 A Senior Sales Representative.

12 Q And is the name of the Company going to change, in  
13 the near future?

14 A Yes, it is.

15 Q What is it going to change to?

16 A It is going to become Siemens-Allis.

17 Q Will your functions, with respect to choosing and  
18 using and paying for heavy hauler service change, at all, with  
19 respect to the other changes?

20 A No.

21 Q Have you brought with you a multi-paged document,  
22 containing some photographs of the kind of items that your  
23 Company deals in and ships, via heavy hauling service?

24 A Yes. Yes, sir.

25 MR. PATTERSON: Your Honor, as Applicant's Exhibit 6,

1 a brochure titled "Pennsylvania Electric Coil, Inc."

2 JUDGE KLOVEKORN: Without objection, it will be so  
3 identified.

4 (Whereupon, the document was  
5 marked for identification as  
6 Applicant's Exhibit 6).

6 BY MR. PATTERSON:

7 Q Mr. Kramer, looking through the document that has  
8 been marked as Applicant's Exhibit 6, would you indicate for  
9 the record on which page the heavy hauling-type of equipment  
10 and machinery, that requires heavy hauling service, what page  
11 it is depicted on?

12 A I would say page 6, under "Remanufacturing."

13 Q And there are 6 pictures on that page. Which one?

14 A The picture in the upper right, is a 6,000 horsepower  
15 stator. We rewound and shipped it to Sharon Steel.

16 Q And is that normally the kind of size of equipment  
17 that you deal with?

18 A You know, that --- that is a large --- that is a  
19 rather large one. Some of the equipment, we do ship in our  
20 own trucks. But when we --- when we have larger motors, even  
21 if it is not the weight, it could be the size, that we need  
22 heavy riggers or lowboys.

23 Q And your units, by your own trucks, how many do you  
24 have?

25 A Trucks?

1 Q Yes.

2 A We have 3.

3 Q And what kind are they?

4 A They are just regular stake body trucks.

5 Q So, you don't use your own equipment for heavy  
6 hauling?

7 A No. No, we don't.

8 MR. PATTERSON: That is all that I have, sir. And I tend  
9 to the witness for cross-examination.

10 MR. PILLAR: Your Honor, before I begin, allow me to  
11 introduce myself. My name is John Pillar. I am an attorney  
12 in Pittsburgh. I am at the hearing today, on behalf of Moore-  
13 Flesher Hauling Company, for whom our firm entered a protest.

14 Now, I am also appearing today for Daily Express In-  
15 corporated, in lieu of its normal counsel, Mr. William Chesnutt,  
16 who appeared at the last hearing.

17 JUDGE KLOVEKORN: Thank you.

18

19 CROSS-EXAMINATION

20 BY MR. PILLAR:

21 Q Mr. Kramer, your facilities are located on Saw Mill  
22 Run Boulevard, in the City of Pittsburgh, is that correct?

23 A We have 2 facilities in Pittsburgh.

24 Q Where is the other facility located?

25 A 7501 Penn Avenue.

1 Q Which one are you located at?

2 A Saw Mill Run Boulevard.

3 Q And are both of these facilities the same?

4 A No. The Penn Avenue facility manufactures the  
5 coils; the armature and stator coils.

6 Q And what does Saw Mill Run do?

7 A Saw Mill Run Boulevard is the motor repair section  
8 and D.C. shill coils.

9 Q Now, which is the facility from which you would  
10 ship the so-called size or weight ---

11 A Saw Mill Run Boulevard. Normally.

12 Q When you say "normally," are you saying that there  
13 are occasions when you might ship a size or weight commodity  
14 from the Penn Avenue facility?

15 A We have shipped --- we have made shipments from the  
16 Penn Avenue facility, but it was not our product. It was  
17 other equipment.

18 Q Is the Penn Avenue facility located in the City of  
19 Pittsburgh?

20 A Yes.

21 Q Can you tell me how you first learned about this  
22 Application before the Pennsylvania Public Utility Commission?

23 A Yeah. Jim Ranker, the salesman.

24 Q Jim Ranker is the salesman for whom?

25 A Lomma.

1 Q And have you known him before?

2 A Yes.

3 Q How have you known him before?

4 A Well, he is a personal friend. And I --- we dealt  
5 with him, one time, when he was with the other --- the pre-  
6 vious employer.

7 Q And who was that?

8 A Boy. Who was that? Right now, I can't think of  
9 the name. They --- they made a haul for us, out of our Penn  
10 Avenue facility.

11 Q That was another trucking company?

12 A Another trucking company, right. Yes.

13 Q Was that several years ago?

14 A Well, yeah. That was between 18 months and 2 years  
15 ago.

16 Q Well, Mr. Ranker advised you then, that he was now  
17 associated with Lomma?

18 A Yes.

19 Q And he requested your Company's support of this  
20 Application?

21 A Yes.

22 Q And when was that, approximately?

23 A That was prior --- that was prior to the hearing  
24 in Philadelphia, which I could not attend.

25 Q When you say "Prior to the hearing in Philadelphia,"

1 was it a week before the hearing or a month before the hearing  
2 or don't you recall that?

3 A A week. I would say that it was a week.

4 Q A week before the hearing?

5 A Right. Yes.

6 Q Now, what do you understand that Lomma will haul  
7 for you, if this Application is granted? What kind of service  
8 do you understand that they will provide?

9 A Pick up and delivery of large, heavy equipment, at  
10 the mill and deliver it to us. And when we repair it, they  
11 will reship it.

12 Q And when you say "large-type of equipment," what  
13 are you talking about?

14 A I'm talking about motors, generators, transformers.

15 Q And how large are these motors, that they are going  
16 to haul for you?

17 A Well, they are --- well, you know, they vary in size.  
18 Some of them --- we can do up to --- we have done up to 17,000  
19 horsepower.

20 Q Give me an idea, in terms of weight.

21 A Well, the stator here (indicating), in the brochure,  
22 was approximately --- the stator, itself, was approximately,  
23 30 ton.

24 Q A stator is a motor?

25 A It is an integral part of the motor. A motor is made

1 up of a stator and a rotor; disc-type motor.

2 Q And you would anticipate that they would be hauling  
3 stators for you? That would be one of the types of items?

4 A Stators, yes.

5 Q How big would the stators be, that they are going  
6 to haul for you?

7 A Well, you know, they vary in size, depending upon  
8 the horsepower and the speed.

9 Q Give me the range.

10 A From, I would say 12 feet in diameter, to 20 feet  
11 in diameter.

12 Q And would a stator that is 12 feet in diameter ---  
13 how much would that weigh?

14 A It varies. All over the board, it varies. It could  
15 --- it could --- it could weigh 15 tons, it could weigh 30 tons,  
16 it could weigh 60 ton.

17 Q So, you would be anticipating that you would need  
18 service for stators weighing from 15 to 60 tons?

19 A Yes.

20 Q That would be the type of a stator that you would  
21 tender to the Applicant?

22 A You have to understand, the stator is a part of  
23 the motor. It is not a motor, itself.

24 Q I understand.

25 A Again, going back to the example in this brochure

1 (indicating), this (indicating) was a rotor and a stator. They  
2 both had to be repaired. They were on separate shipments, both  
3 using a heavy hauler. The rotor probably weighed 15 tons.

4 Q Well, let me get at it another way. I am trying  
5 to get an idea of what you ship, that you would be expecting  
6 the Applicant to transport.

7 A All right.

8 Q When is the last time that your Company made a  
9 shipment, in which you required a heavy hauler?

10 A I don't know exactly. I really don't.

11 Q Could you give me any idea?

12 A I did --- I did pull out a couple --- I just picked  
13 out a few, that I knew that had been. And actually, the last  
14 one that I found, was January.

15 Q The last time that you required a heavy hauler?

16 A That is the last one that I found. I don't know  
17 if we have had one since then.

18 Q And the one that you found in January, what was  
19 the nature of that shipment?

20 A It was a 4,000 kw generator, from our mill to U.S.  
21 Steel Irvin.

22 Q And how big was that shipment? How much did it  
23 weigh?

24 A Twenty-five tons.

25 Q And do you know what kind of a trailer it moved on?

1 A All I know, it moved Moore-Flesher.

2 Q But you don't know what kind of a trailer?

3 A I am sure that it was a lowboy, right now.

4 Q Now, prior to that January move, could you find  
5 any other moves, in Pennsylvania, that required a heavy hauler?

6 A Yes. There was --- there was a---2 to Sharon Steel.

7 Q I'm sorry. I did not hear that.

8 A Two to Sharon Steel.

9 Q And when were they, sir?

10 A They were in --- they were in May of --- May of '83.  
11 And there was another one in June of '83, to Dravosburg.

12 Q And how big were they?

13 A Now, these are --- I only pulled --- I only pulled  
14 2 files: U.S. Steel Irvin Works and Sharon Steel. Those are  
15 the only 2 that I pulled.

16 Q Are they 2 of your major accounts?

17 A Yes.

18 Q Would you tell me the size of those shipments that  
19 you are talking about?

20 A Yeah. The --- the May 6th shipment to Sharon was  
21 32,000 ---

22 Q Thirty-two thousand pounds?

23 A --- (continuing) --- 32,000 lbs.

24 Q Do you know what kind of a truck that that moved  
25 on?

1 A Yeah. I am sure that it was a lowboy.

2 Q I'm sorry?

3 A I am sure that it was a lowboy. It was hauled by  
4 Benkhart.

5 Q Okay. And what was the other shipment?

6 A The other one was 36,000 lbs.

7 Q And do you know, from that document that you are  
8 looking at (indicating), the type of equipment that it moved  
9 on?

10 A No, I don't..

11 Q And do you know who transported it?

12 A Benkhart.

13 Q What month were those 2 shipments made?

14 A That was May of '83.

15 Q And you found one in June, is that right?

16 A July.

17 Q July?

18 A Right.

19 Q Where was that going to?

20 A Irvin Works. That would be U.S. Steel Irvin Works.

21 Q And what was the nature of that shipment?

22 A It was a 2,000 horsepower motor. I don't have the  
23 weight on that one.

24 Q Do you know who transported it?

25 A Moore-Flesher.

1 Q In your testimony, you referred to the fact that  
2 1 of your 2 principal carriers, named Benkhart, is no longer  
3 in business.

4 A That's right.

5 Q What is the other principal carrier?

6 A Moore-Flesher.

7 Q And do you know when Benkhart terminated its opera-  
8 tions, what happened to its operation?

9 A No. No, I don't know that.

10 Q You have no idea?

11 A No.

12 Q Have you ever heard of a carrier named Reinsfelder?

13 A No.

14 Q You were not aware that Reinsfelder had acquired  
15 the Benkhart authority?

16 A No.

17 Q Do you, personally, contact the carriers, that are  
18 used for the transportation of your product?

19 A No.

20 Q Who does that?

21 A Our Shop Foreman.

22 Q Is that Mr. Devine?

23 A No. Mr. Devine --- Mr. Devine is our shipper. He  
24 --- well, yeah, he calls them sometimes. But most of the time,  
25 it would be --- for the large haulers, it would be either John

1 Schoenberger or Jim Donovan, in our repair facility. Bob  
2 Devine would probably make the load. He would probably load  
3 the equipment.

4 Q Would you know if either of those shippers called  
5 Reinsfelder?

6 A No, I would not know that.

7 Q Do you know whether your Company has ever used the  
8 services of Daily Express?

9 A I think that we have used Daily Express. I say  
10 again, I think. I think that we used them once or twice.

11 Q Do you know whether you have ever used them for any  
12 Pennsylvania intrastate shipments?

13 A No, I don't know that.

14 Q What other local carriers do you use for the trans-  
15 portation of motors and coils, in Western Pennsylvania, besides  
16 Moore-Flesher and Benkhart?

17 A Very few. Because if --- if the motor is the size  
18 that we could transport it ourself; we use our own fleet.

19 Q Have you used any other local heavy haulers?

20 A Not to my knowledge.

21 Q Mr. Kramer, has there been any service that your  
22 Company has required of Moore-Flesher, that it was not able to  
23 meet satisfactorily?

24 A Not to my knowledge.

25 Q Does your Company have any control over the routing

1 of shipments coming in from the mills?

2 A Yes.

3 Q Do you control the routing?

4 A Yes.

5 Q You take care of that?

6 A Yes, sir.

7 Q Do you select the carrier for the outbound shipments?

8 A Yes. Normally, it is the same carrier.

9 Q Do you require any service from motor carriers, that  
10 require ordinary flat bed trailers?

11 A No. Very rarely.

12 Q When you do, what carrier do you tender them to?

13 A Again, I go back to saying that we --- our shipments  
14 are either of the large type or we handle them by our own  
15 truck.

16 Q In your investigation of your prior shipments, did  
17 you find any other shipments that you made, of a heavy or  
18 bulky nature, other than those that you have already mentioned?

19 A I only went back --- I went back 1 year and only  
20 through 2 companies. And I ---

21 Q You did not find any others?

22 A No. No.

23 Q The changeover of the name of the Company, to  
24 Siemens-Allis, is that in the nature of a merging with another  
25 company?

1           A    No.  What happened, Allis-Chalmers bought  
2 Pennsylvania Electric Coil, in 1972; late 1972.  In 1977,  
3 the electrical group of Allis Chalmers merged with Siemens  
4 of Germany and became Siemens-Allis.  Pennsylvania Electric  
5 Coil was in the Service Division of --- was a wholly owned  
6 subsidiary of Siemens-Allis.  Then, Pennsylvania Electric Coil  
7 took over facilities in Gary, Indiana and 2 in Lorain, Ohio  
8 and one in Erie, Pennsylvania and one in New Jersey.  And the  
9 feeling was that the name Pennsylvania Electric Coil did not  
10 have any meaning in some of those areas.  So, we are going to  
11 --- it is going to become Siemens-Allis, for competitive  
12 reasons.

13           Q    Do I understand today, the support that you are  
14 giving this Application, is for service to and from your Saw  
15 Mill Run facility?

16           A    That's right.

17           MR. PILLAR:  Those are all the questions that I would  
18 have.

19           JUDGE KLOVEKORN:  Thank you very much.

20           MR. PATTERSON:  Just one more subject matter, Your  
21 Honor.

22

23

REDIRECT EXAMINATION

24

BY MR. PATTERSON:

25

Q    Mr. Kramer, the 2 files that you reviewed, to

1 determine the nature of a few of the shipments that had been  
2 handled by heavy haulers within Pennsylvania, were the files  
3 of particular customers?

4 A Yes.

5 Q Which customers were they?

6 A Sharon Steel of Farrell, Pa. and U.S. Steel Irvin  
7 Works, in Dravosburg.

8 Q How many other like files do you have, for other  
9 Pennsylvania customers, Pennsylvania based customers?

10 A We have Allegheny Ludlum, Babcock and Wilcox ---  
11 we probably have 8 to 10.

12 MR. PATTERSON: That is all that I have, sir.

13 JUDGE KLOVEKORN: Anything further of Mr. Kramer?

14 MR. PILLAR: Yes.

15

- - -

16

RECROSS-EXAMINATION

17

BY MR. PILLAR:

18

19 Q Mr. Kramer, the other 8 to 10 customers that you  
20 have, you are not able to give me any examples of any heavy  
21 hauling service that you required, to and from those plants, to  
22 the best of your recollection?

22

A I did not search.

23

24 Q And so, you are not able to give me any, through  
25 your own recollection?

25

A No. No, sir.

1 MR. PILLAR: Thank you.

2 JUDGE KLOVEKORN: If there is nothing further, the  
3 witness is excused. Thank you very much, Mr. Kramer.

4 (Witness excused).

5 MR. PATTERSON: Thank you, Mr. Kramer.

6 I move for the admission of Exhibits 5 and 6, Your  
7 Honor.

8 MR. PILLAR: No objection.

9 JUDGE KLOVEKORN: Without objection, they will be moved  
10 into evidence.

11 (Whereupon, the documents marked  
12 for identification as Applicant  
13 Exhibits 5 and 6 were admitted  
into evidence).

14 MR. PATTERSON: If I may have a moment. Your Honor,  
15 Applicant calls Mr. Melani.

16 JUDGE KLOVEKORN: All right.

17 (Witness sworn).

18 - - -  
19 Whereupon,

20 JAMES J. MELANI

21 having been duly sworn, testified as follows:

22 DIRECT EXAMINATION

23 BY MR. PATTERSON:

24 Q Mr. Melani, would you state your full name and  
25 business address for the record, please?

1 A James J. Melani, 3039 Washington Pike, Bridgeville  
2 15017.

3 Q Mr. Melani --- strike that. I'm sorry.

4 MR. PATTERSON: Your Honor, I have previously distri-  
5 buted copies of a 2-page document, headed "Prepared Testimony  
6 Of James Melani." I would ask that that be marked for identifi-  
7 cation, as Applicant's Exhibit 7.

8 JUDGE KLOVEKORN: Without objection, it can be so  
9 identified.

10 (Whereupon, the document was  
11 marked for identification as  
Applicant's Exhibit 7).

12 BY MR. PATTERSON:

13 Q Mr. Melani, looking at what has been marked as  
14 Applicant's Exhibit 7, did you participate in the preparation  
15 of that document (indicating)?

16 A Yes. Yes, I did.

17 Q And are you familiar with its contents?

18 A Yes, I am.

19 Q If I were to ask you the questions set forth on  
20 that document (indicating), would your answers, under oath,  
21 be the same as are set forth in the document?

22 A Yes.

23 Q And do you adopt Exhibit 7, as your basic testimony,  
24 in this proceeding?

25 A Yes.



1 A That is correct.

2 Q Mr. Melani, how did you learn about this Application?

3 A Through Jim Ranker.

4 Q And is he an employee of J. F. Lomma?

5 A Yes. Yes, he is.

6 Q And how did you learn of the Application?

7 A Through him, personally.

8 Q And when did you learn of it?

9 A Oh, I really don't know. It could have been 3 or  
10 4 months. I really don't know.

11 Q Three or four months ago?

12 A Could be. It could have been 2 months ago.

13 Q How do you know Mr. Ranker?

14 A Through sales calls.

15 Q Has he called on you, in the past?

16 A Yes.

17 Q Was this the first time?

18 A No. He has called on me, in the past.

19 Q And did he call on you, when he was an employee of  
20 another company?

21 A Yes. Yes, he did.

22 Q That was a trucking company?

23 A Yes.

24 Q Do you recall the name of that other trucking  
25 company?

1 A International Transport, Inc.

2 Q Has your Company tendered any shipments to J.F.  
3 Lomma?

4 A No.

5 Q In your prepared testimony, you indicated that you  
6 are shipping 2 to 3 heavy hauling loads per month. That is at  
7 top of page 2.

8 A Yes.

9 Q Would you agree with me, that the --- most of that  
10 traffic, if not all of that traffic, moves in interstate  
11 commerce?

12 A Interstate?

13 Q Yes.

14 A Two to three? Yes. Well, we average about one,  
15 probably, a month, inside Pennsylvania.

16 Q You indicate 2 destination points, for intrastate  
17 shipments, which are York and Mechanicsburg.

18 A Yes. Yes, sir.

19 Q Now, is that where those shipments that you are  
20 talking about go to, one a month?

21 A Normally, yes.

22 Q And do you have a customer in York?

23 A P.C.C.

24 Q Okay. And in Mechanicsburg?

25 A The Naval Storage Yard.

1 Q What is P.C.C.?

2 A Precision Components Corporation.

3 Q Does your Company have any control over the carrier  
4 used for those shipments to York and Mechanicsburg?

5 A Yes, sir.

6 Q And what carrier do you use?

7 A Normally, Graham.

8 Q David Graham?

9 A David Graham, yes, sir.

10 Q And is David Graham a heavy hauler?

11 A Yes.

12 Q What type of equipment does David Graham transport  
13 your loads on?

14 A Normally, a flat bed or a lowboy, depending upon  
15 the size of the equipment.

16 Q I beg your pardon?

17 A Depending upon the size of the equipment we are  
18 shipping, at the time.

19 Q What percentage of these shipments to York and  
20 Mechanicsburg, require a heavy hauler, as opposed to an  
21 ordinary flat bed carrier?

22 A Normally, 90%.

23 Q Is David Graham handling all of that or does he?

24 A Normally, yes.

25 Q How long have they been doing that?

1 A For about a year and a half.

2 Q Prior to that time, did you use any other carriers?

3 A Benkhart.

4 Q Anyone else?

5 A No.

6 Q To your knowledge, Mr. Melani, have you made ship-  
7 ments to any other points in Pennsylvania, in the past two  
8 years, other than York and Mechanicsburg?

9 A I am sure that we have, but I don't recall them off-  
10 hand.

11 Q And could you give me any indication today, of the  
12 actual destinations to where you have made shipments in  
13 Pennsylvania, that required a heavy hauler?

14 A Other than York or Mechanicsburg?

15 Q Other than York or Mechanicsburg, right. Yes.

16 A No.

17 Q Has your Company ever utilized the services of  
18 Daily Express?

19 A No.

20 Q Have you ever called that carrier for service?

21 A No.

22 Q Has your Company utilized the services of Moore-  
23 Flesher Hauling Company?

24 A No.

25 Q It has not?

1 A No.

2 Q For interstate shipments?

3 A No.

4 Q Does your Company use any other motor carriers, for  
5 interstate shipments, other than the ones that you mentioned?

6 A Interstate?

7 Q Interstate, yes.

8 A Yes.

9 Q Who do you use?

10 MR. PATTERSON: I don't think that that is relevant,  
11 Your Honor and I would object.

12 MR. PILLAR: It is being asked, to determine if the  
13 carriers used, are also carriers with intrastate authority.

14 MR. PATTERSON: I don't know how that is relevant.

15 JUDGE KLOVEKORN: I would sustain the objection.

16 BY MR. PILLAR:

17 Q Do you have anything to do, day-to-day, with the  
18 calling of carriers, Mr. Melani? Do you do that, yourself?

19 A On heavy hauls, yes.

20 Q And are you familiar with a Company known as  
21 Moore-Flesher Hauling Company?

22 A No.

23 Q You are not familiar with them, at all?

24 A No.

25 Q In the 6 years that you have been the Traffic

1 Manager, have you ever made an inquiry with the Commission,  
2 in terms of whether there are any other Pennsylvania intra-  
3 state heavy haulers, other than the ones that you have mentioned  
4 today?

5 A With the Commission?

6 Q Yes.

7 A No.

8 Q Of anyone?

9 A No.

10 MR. PILLAR: Those are all the questions that I would  
11 have.

12 JUDGE KLOVEKORN: Thank you.

13

- - -

14 REDIRECT EXAMINATION

15 BY MR. PATTERSON:

16 Q Mr. Melani, has Moore-Flesher ever solicited your  
17 business?

18 A No.

19 Q Is the weight of a given weldment that you are  
20 shipping, the only determining factor that you look at, in  
21 deciding whether you need the services of a heavy hauler with  
22 its specialized equipment or not?

23 A No.

24 Q What else is a determining factor, as to whether  
25 you need specialized equipment?

1 A Well, primarily, the size of the equipment.

2 Q So that you could have weldments weighing less  
3 than 50,000 pounds and because of their dimensions, it would  
4 require the use of specialized equipment?

5 A Yes.

6 Q Do you ship that kind of weldment in Pennsylvania?

7 A Yes.

8 MR. PATTERSON: That is all that I have, sir.

9 JUDGE KLOVEKORN: Any other questions?

10 MR. PILLAR: No further questions.

11 JUDGE KLOVEKORN: Thank you very much, sir. You are  
12 excused.

13 (Witness excused).

14 MR. PATTERSON: Thank you, sir.

15 Your Honor, I now call Mr. Casey.

16 JUDGE KLOVEKORN: All right.

17 (Witness sworn).

18 - - -

19 Whereupon,

20 ROBERT J. CASEY, JR.

21 having been duly sworn, testified as follows:

22 DIRECT EXAMINATION

23 BY MR. PATTERSON:

24 Q Mr. Casey, would you state your full name and  
25 business address for the record, please?



1 inbound to our Pittsburgh facility, from the Pennsylvania  
2 facilities, U.S. Steel, Republic and National." Scratch  
3 Republic and National. The Republic facility is in Cleveland.  
4 That is the Cleveland Works of Republic Steel. And National  
5 is, of course Weirton, West Virginia. And that also would  
6 include Great Lakes Steel, which is in Michigan. But you could  
7 substitute in there Bethlehem Steel, Bethlehem, Pa. You could  
8 put in there Allegheny Ludlum, Brackenridge, Pa. or Tarentum  
9 or whatever. Either one of those facilities.

10 Q All right, sir. And with that change, are the  
11 contents of Exhibit 8 true and correct?

12 A Yes.

13 Q And if I asked you the questions set forth on Exhibit  
14 8, would your answers under oath, be the same as are therein  
15 set forth?

16 A I certainly hope so.

17 Q All kidding aside, would they be?

18 A Yes. Yes.

19 Q Do you adopt Exhibit 8, as your basic testimony,  
20 in this proceeding?

21 A Yes.

22 Q Sir, looking at the answer that you previously  
23 modified, does the text of that answer include all of the  
24 U.S. Steel facilities, to or from which you ship or receive  
25 heavy hauling shipments?

1           A    No, it does not. It just --- it just simply states  
2 the Pennsylvania facilities of U.S. Steel.

3           Q    Where are those facilities, sir, to your knowledge?

4           A    Well, where we receive shipments from and ship to,  
5 would be the Duquesne Works, the Homestead Works, the Irvin  
6 Works, the Edgar Thomson Works ---

7           Q    Where is that, sir?

8           A    The Edgar Thomson Works are in Braddock, Pennsylvania.

9           Q    And the others are in ---

10          A    They --- they are all --- Duquesne Works, I'm sorry,  
11 is in Duquesne, Pa. and the Irvin Works is in West Mifflin.

12          Okay? The Homestead Works is in Homestead.

13          Q    All right, sir.

14          A    All right. The Fairless Hills Works is in Fairless  
15 Hills, Pa. The Johnstown Works are in Johnstown, which right  
16 now, unfortunately, is closed down, partially.

17          Q    Is that about it, sir?

18          A    Right. Yeah. We --- we don't --- there is Clairton  
19 but we don't do that much business. We have not shipped any-  
20 thing into Clairton, in years.

21          Q    All right, sir.

22          MR. PATTERSON: I tender the witness for cross-  
23 examination.

24

25

-----  
CROSS-EXAMINATION

1 BY MR. PILLAR:

2 Q Mr. Casey, would you explain for us briefly, the  
3 nature of your business? Your testimony is that you purchase  
4 electrical equipment. And what do you do with it?

5 A We remanufacture it, for resale.

6 Q So that you are purchasing used or old electrical  
7 equipment and have it delivered to your facilities on Butler  
8 Street, where it is reconditioned, remanufactured and then  
9 sold?

10 A That is correct.

11 Q Essentially, that is the nature of the commodity  
12 that you are supporting this Application for?

13 A That is correct.

14 Q Now Mr. Casey, how did you learn of this Application?

15 A Through Jim Ranker.

16 Q And when did you learn of this?

17 A I would --- I would estimate that it was sometime  
18 in early June.

19 Q And was it as a result of a sales call from Mr.  
20 Ranker?

21 A Right. Yes.

22 Q Had you ever met Mr. Ranker before?

23 A Yes, I have.

24 Q Under what circumstances?

25 A As a representative of INT.

1 Q That is the trucking company that he worked for  
2 previously?

3 A Yes, International Transport.

4 Q Did he indicate that Lomma was filing an Application  
5 and asked for your Company's support?

6 A Right. Yes.

7 Q Have you ever used Lomma for any hauling, in the  
8 past?

9 A No, we have not.

10 Q Do I understand correctly, that the facilities that  
11 you are supporting this Application for, are in the City of  
12 Pittsburgh?

13 A Yes. Yes.

14 Q And those are the only facilities that you have,  
15 at the present time?

16 A That is correct.

17 Q Now, you indicate that the type of equipment that  
18 you are supporting this Application for, in the use of, would  
19 be 30 to 50 ton drop deck double-drop lowboy trailers. Is  
20 that correct?

21 A Some of the --- some of the equipment and not all  
22 of it. I would say about 20% --- about 20% of our freight  
23 utilizes that type of equipment.

24 Q Well, is there any other type of equipment that  
25 you expect the Applicant to tender for you, if they obtain

1 authority?

2 A Flats.

3 Q Ordinary flat bed trailers?

4 A Yes.

5 Q You understand that the Applicant will be providing  
6 that type of service?

7 A I do.

8 Q What kind of shipments would you tender to the  
9 Applicant, on ordinary flat bed trailers?

10 A Boy, how can I say "ordinary shipment?" Obviously,  
11 shipments which are not --- which are not over-wide or over-  
12 high. My --- my problem is over-height.

13 Q Your problem is over-height?

14 A Over-height.

15 Q Does that mean that your problem is getting double-  
16 drop lowboy trailers?

17 A Exactly.

18 Q And that service that you receive from carriers,  
19 providing ordinary flat bed trailers, is satisfactory?

20 A Yes.

21 Q You are supporting this Application, primarily,  
22 if not exclusively, for the double-drop lowboy trailers?

23 A That is exactly right. I --- I call it support  
24 for specialty equipment.

25 Q Now, can you tell us, on the outbound shipments

1 that you made, when you last required carriers, which provided  
2 a 30 to 50 ton double-drop lowboy trailer, for points in  
3 Pennsylvania?

4 A Oh, about 3 weeks ago.

5 Q What was the circumstance?

6 A The circumstance was 2 large 2,000 horsepower  
7 A.C. motors.

8 Q And where were they going?

9 A They were going to Carnegie, Pa.

10 Q And that is in Allegheny County?

11 A Yes. Right.

12 Q And what carrier did you call, sir?

13 A Haser.

14 Q Haser Trucking?

15 A Yes.

16 Q And are they a local heavy hauler?

17 A Yes. Yes, they are.

18 Q Do they serve all of Allegheny County?

19 A As far as I know, yes.

20 Q Did they provide the equipment?

21 A Yes. Yes, they did.

22 Q Do you use Haser frequently?

23 A Yes we do.

24 Q How frequently?

25 A On an average, over the last 6 months, I would say

1 twice a month; once or twice a month.

2 Q And would it be for the type of shipments that you  
3 are supporting this Application for heavy hauling?

4 A Mostly, yes.

5 Q Is it your intention to take the freight away from  
6 Haser and give it to Lomma?

7 A Not necessarily. We have a problem of obtaining  
8 equipment. And we are interested, just as any other company  
9 is, we are interested in shipping our equipment, when it is  
10 ready to go. We have to get it out. Now, we are like all  
11 other companies. We have cash flow problems. The sooner that  
12 we can ship an invoice, the sooner that we can receive monies.

13 Q Do you use any other carriers for Pennsylvania  
14 intrastate traffic, other than Haser, for your heavy hauling  
15 requirements?

16 A Intrastate?

17 Q Intrastate, yes. That would be within Pennsylvania.

18 A We have --- we have used 1 or 2. We used to ---  
19 now, years ago, we used Benkhart. And with their demise, we  
20 have relied solely on Haser. We used somebody out of Philadel-  
21 phia and I --- I can't --- to be honest with you, I can't recall  
22 the name of the carrier. But it has been just on a once a year-  
23 type basis.

24 Q The shipments that you tendered to Haser, have all  
25 been local, within Allegheny County, is that correct?

1           A    No.  No.  They have been outside and down into  
2 Milton, Pennsylvania, Milton Manufacturing.  We use them,  
3 wherever we can.

4           Q    You use them state-wide then?

5           A    Yes.

6           Q    And when you say that you used Benkhart, in the  
7 past, are you familiar with the fact that Benkhart has sold  
8 its operating authority?

9           A    Yes.

10          Q    Do you know who the purchaser of that authority  
11 was?

12          A    No.  No, I don't know.

13          Q    Have you ever heard of a Company called Reinsfelder?

14          A    No, I am sorry, I have not.

15          Q    Now, in shipments that move to Milton and Bethlehem  
16 and Sharon and Fairless Hills, in Philadelphia, that you  
17 mentioned ---

18          A    Uh-huh.

19          Q    --- (continuing) --- is Haser the carrier that you  
20 use for that?

21          A    Assuming that it is specialty equipment, yes.

22          Q    That is what I am assuming.

23          A    Okay.

24          Q    You have identified that these are destinations for  
25 heavy hauling.

1 A Uh-huh. Yes.

2 Q Are these points to which you have actually made  
3 heavy hauling shipments?

4 A Yes. Yes.

5 Q And when is the last time that you made a shipment  
6 to Fairless Hills, of a heavy hauling nature?

7 A I don't remember.

8 Q Was it in 1984?

9 A No.

10 Q Do you know if it was in 1983?

11 A I believe that we made one in 19 --- it was either  
12 --- it was either the end of 1982 or the beginning of '83.

13 Q Do you recall which carrier transported that?

14 A No.

15 Q How about Philadelphia?

16 A I can't remember.

17 Q How about Sharon, Pennsylvania?

18 A Sharon, Pennsylvania? We made a --- an overweight,  
19 over-wide --- we made a permit load shipment there, in October  
20 or November of '83.

21 Q And who transported it?

22 A Haser.

23 Q Did you make any other shipments to Sharon, in 1983?

24 A Not that I can remember, you know permit shipments.

25 Q How about Bethlehem, Pennsylvania?

1 A I can't remember.

2 Q Milton, Pennsylvania?

3 A We just made some shipments to Milton, in, I believe  
4 that it was February of '84. It was either February or March.

5 Q Were they heavy hauling shipments, sir?

6 A Yes.

7 Q And who transported them for you?

8 A I believe that it was Haser, once again.

9 Q Now, on the inbound shipments, could you tell us  
10 when you last received any shipments from facilities of U.S.  
11 Steel, in Pennsylvania?

12 A On a specialty carrier?

13 Q Yes, sir.

14 A I can't remember offhand, any coming in from any  
15 of the Works. I believe --- I know that in late '82 or early  
16 '83 and I can't be specific, one way or the other, as to when  
17 exactly something came in.

18 Q Who would have transported that?

19 A Most of the time, on inbound shipments, we are  
20 responsible for payment of the shipments. Probably Haser. It  
21 was either Haser or Benkhart, at that time, back in that ---  
22 I --- I can't remember, chronologically, exactly what the time  
23 frame was, when Benkhart was no longer in business.

24 Q Mr. Casey, have you, either personally or directed  
25 anybody in your Company, to call upon Moore-Flesher Hauling Co.?

1 A No, I have not.

2 Q Are you familiar with Moore-Flesher?

3 A Yes. Yes, I am.

4 Q Do you understand or recognize that they are a  
5 heavy hauler?

6 A Yes. Yes, I do.

7 Q And what about Daily Express? Did you ever call  
8 upon that Company?

9 A No. No, I never did.

10 Q Are you familiar with Daily Express?

11 A No. No, I am not.

12 Q In connection with the very last question and  
13 answer, in your prepared statement, could you tell us whether  
14 you or anyone in your Company ever contacted the Pennsylvania  
15 Public Utility Commission or made any other reference, to  
16 learn of the identity of heavy haulers who serve Western  
17 Pennsylvania?

18 A I am sure that we have not, because I handle most  
19 of the trucking.

20 Q You are sure that you have not?

21 A We have not.

22 Q Other than the testimony that you have already  
23 given, have there been any other heavy hauling moves, in  
24 Pennsylvania, intrastate, that you have not mentioned?

25 A For over-high shipments? Well, about 5 weeks ago,

1 we shipped a gantry crane to a Company called Carnegie Steel  
2 Conduit, out of Carnegie, Pa. It was an over-height, over-  
3 wide.

4 Q Did Haser handle that?

5 A Right. Yes.

6 Q Does your Company have any of its own equipment?

7 A No. No, we do not.

8 MR. PILLAR: Thank you. Those are all of the questions  
9 that I would have.

10 MR. PATTERSON: I have nothing further, Your Honor.

11 JUDGE KLOVEKORN: Nothing further, then, the witness  
12 is excused.

13 (Witness excused).

14 MR. PATTERSON: I would move for the admission, just  
15 in case I forgot, of Exhibits 7 and 8.

16 MR. PILLAR: No objection.

17 JUDGE KLOVEKORN: Without objection, they will be  
18 received into evidence.

19 (Whereupon, the documents marked  
20 for identification as Applicant's  
21 Exhibits 7 and 8 were admitted  
into evidence).

22 MR. PATTERSON: I now call Mr. White, Your Honor.

23 (Witness sworn).

24

25 Whereupon,

1 JOHN M. WHITE

2 having been duly sworn, testified as follows:

3 DIRECT EXAMINATION

4 BY MR. PATTERSON:

5 Q Mr. White, would you state your full name and  
6 address for the record?

7 A My name is John M. White. My business address is  
8 435 Butler Street, Etna, Pennsylvania.

9 MR. PATTERSON: Your Honor, I have distributed and  
10 would now ask to be marked, a 2-page document, headed "Pre-  
11 pared Testimony Of John M. White," as Exhibit 9, sir.

12 JUDGE KLOVEKORN: Without objection, it will be so  
13 identified.

14 (Whereupon, the document was  
15 marked for identification as  
16 Applicant's Exhibit No. 9).

17 BY MR. PATTERSON:

18 Q Mr. White, do you have a copy of Exhibit 9, in front  
19 of you, sir?

20 A Yes.

21 Q Did you participate in the preparation of that  
22 document (indicating)?

23 A Yes. Yes, I did.

24 Q And have you reviewed the document, with some care?

25 A Yes.

Q Are you familiar with its contents?

1 A Yes.

2 Q If I asked you the same questions that are typed  
3 out on Exhibit No. 9, would your answers, under oath, be the  
4 same as are therein set forth?

5 A Yes. Yes.

6 Q And do you adopt Exhibit 9, as your basic testimony,  
7 in this proceeding?

8 A Yes.

9 MR. PATTERSON: I tender the witness.

10 - - -

11 CROSS-EXAMINATION

12 BY MR. PILLAR:

13 Q Mr. White, the facilities from which you make ship-  
14 ments, of a size or weight nature, are located where?

15 A In Etna, Pennsylvania and Pittsburgh, Pennsylvania.  
16 We have a facility at 59th and Butler Street, in Pittsburgh  
17 and a facility at 45th to 48th Street and Hatfield Street, all  
18 in Pittsburgh.

19 Q So, you have 2 facilities, in the City of Pittsburgh  
20 and one facility in Etna?

21 A That is correct, sir.

22 Q Which is the primary facility?

23 A Etna.

24 Q The Pittsburgh facilities are warehouse facilities?

25 A Yes.

1 Q Would the outbound shipments of a heavy hauling  
2 nature, originate from Etna, primarily?

3 A Primarily, yes.

4 Q Mr. White, how did you come to learn about this  
5 Application?

6 A From Mr. Jim Ranker.

7 Q And when was that?

8 A Probably 2 months ago.

9 Q And was it as a result of a sales call, by Jim Ranker?

10 A Yes.

11 Q Had you known Mr. Ranker before?

12 A Yes. I have known him for a couple of years. He  
13 was with another Company.

14 Q International ---

15 A International Transport, yes.

16 Q Did your Company ever use the services of J.F. Lomma  
17 Incorporated?

18 A No.

19 Q Had you had any knowledge of that Company, prior to  
20 Mr. Ranker's call?

21 A No.

22 Q So, in your testimony, you indicate that in the past  
23 year, you have had about 12 heavy hauling shipments, moving to  
24 Pennsylvania points.

25 A Yes.

1 Q Can you tell me --- of the 12 --- well, is that an  
2 exact figure or ---

3 A No. That is just an approximation.

4 Q Of these shipments that you have made in the past  
5 year, what carriers have you used?

6 A Haser Trucking Company and Moore-Flesher.

7 Q And are both of those Companies recognized heavy  
8 haulers?

9 A Oh, yes. Yes.

10 Q Has your Company used any other heavy hauling service,  
11 in Western Pennsylvania or anywhere in Pennsylvania?

12 A We used to use Benkhart.

13 Q And when Benkhart terminated its operation, do you  
14 know what happened to its operating authority?

15 A I believe Haser got it, through a subsidiary.

16 Q Reinsfelder?

17 A Yes.

18 Q Do you use Reinsfelder?

19 A I have.

20 Q Do you recognize Reinsfelder to be a heavy hauler?

21 A Oh, yes.

22 Q Now, as between Haser and Moore-Flesher, how do you  
23 divide your services? Is there an area that you use one in  
24 and don't use the other?

25 A Not necessarily, no. Haser is the primary.

1 Q Haser is the primary one?

2 A Right. Yes.

3 Q And where have you used Haser to, in Pennsylvania,  
4 in the past 12 months? What are the destinations? Just on  
5 the heavy hauling shipments.

6 A Well, mainly, it is in our Plant. We have used it  
7 to Brackenridge, West Leechburg, Washington, Pa. I am sure  
8 that there are other destinations. I just can't tell you, at  
9 the time.

10 Q Now, Brackenridge is a --- would that be an out-  
11 bound move, Brackenridge, from your Plant to Brackenridge?

12 A Both ways.

13 Q And what is in Brackenridge?

14 A Allegheny Ludlum Steel Corporation.

15 Q And Brackenridge is a point in Allegheny County?

16 A No. That is in Westmoreland County, I believe.

17 Q You are not sure?

18 A I am not sure. West Leechburg is in Westmoreland.  
19 I am not sure about Brackenridge.

20 Q And West Leechburg is in Armstrong or Westmoreland?

21 A No. That is in Westmoreland.

22 Q Westmoreland?

23 A Right. Yes.

24 Q And Washington, Pa., would be in Washington County?

25 A That is correct, yes.

1 Q Now, those are the 3 points. Other than those points,  
2 you use Haser interplant, you say?

3 A Yes.

4 Q That would be between Etna and Pittsburgh?

5 A Yes.

6 Q Would that be the primary move that Haser would be  
7 involved in?

8 A In terms of volume, yes.

9 Q Of the 12 moves that you made, heavy hauling moves,  
10 in the last year, how many did Haser move?

11 A Oh, at least half of them.

12 Q How many of those were interplant?

13 A Two-thirds of them.

14 Q Four out of the 6?

15 A Yes.

16 Q The other 2 would have gone to either Brackenridge  
17 or West Leechburg or Washington, Pa.?

18 A Right. Yes.

19 Q Now, where did you use Moore-Flesher? What  
20 destinations?

21 A Brackenridge.

22 Q Any others?

23 A I don't --- I don't recall any others. We may have  
24 had some others, but I --- I just don't recall.

25 Q Now, when was the move to Brackenridge, that Moore-

1 Flesher handled? When was that?

2 A First half of this year.

3 Q And do you recall that particular move?

4 A Oh, yes.

5 Q And could you tell us what was transported?

6 A Well, we had an armature --- a 6,000 horsepower  
7 armature came back from Brackenridge and a 7,000 horsepower  
8 armature was delivered to Brackenridge. Field frames for both  
9 of those motors.

10 Q And how large were these armatures?

11 A One was 150,000 pounds and the other was 160 plus,  
12 I believe.

13 Q Was the service provided satisfactory?

14 A Oh, yes.

15 Q Now, in connection with those moves, did anything  
16 else move to or from Brackenridge, with the armatures?

17 A Oh, yes.

18 Q What else moved?

19 A Additional equipment. Parts of the motor, covers,  
20 bearings, bases.

21 Q Did those other shipments also require heavy haul-  
22 ing services?

23 A Some of them did, yes.

24 Q Did some of them also require ordinary flat beds?

25 A That is correct. Yes.

1 Q Moore-Flesher was able to provide all of that  
2 service?

3 A Yes.

4 Q Would you tell us the last time that you made ship-  
5 ments to Philadelphia?

6 A It was at least a year ago.

7 Q Do you know who transported that shipment?

8 A I can't tell you for sure, no.

9 Q Would it have been either Moore-Flesher or Haser or  
10 might it have been some other heavy hauler?

11 A It is possible that it could have been someone else.  
12 It was for export.

13 Q It was for export?

14 A Yes.

15 Q So, would it have been an I.C.C. carrier, who might  
16 have transported it?

17 A Not to Philadelphia, I don't believe.

18 MR. PATTERSON: Let's not get into that, please.

19 MR. PILLAR: All right. Okay.

20 BY MR. PILLAR:

21 Q What other heavy haulers do you use, in Pennsylvania,  
22 besides Moore-Flesher and Haser?

23 A I have probably used Miller Transfer and Rigging.  
24 I am not sure whether I have used them intrastate.

25 Q Are you familiar with Daily Express?

1 A Yes.

2 Q Have you ever used that Company's service?

3 A Yes.

4 Q Do you recognize Daily Express as being a Pennsylvania  
5 intrastate heavy hauler?

6 A I had not used them as such. I have only used them  
7 for interstate.

8 Q Were you aware that they had Pennsylvania intrastate  
9 authority?

10 A Yes, as a matter of fact, I do. Yes.

11 Q You have not ---

12 A I did not know that they were heavy haulers, though,  
13 that is right. No, I did not know that. I knew that they had  
14 flat bed trailers.

15 Q Would you recognize them as a heavy hauler for inter-  
16 state loads?

17 A Yes.

18 Q Have you ever tendered them any heavy hauling ship-  
19 ments, within Pennsylvania?

20 A No. I don't believe so.

21 MR. PILLAR: Those are all the questions that I would  
22 have.

23 MR. PATTERSON: That is all that I have, sir.

24 JUDGE KLOVEKORN: All right. Thank you, sir. You are  
25 excused.

(Witness excused).

1 MR. PATTERSON: I move for the admission of Exhibit 9.

2 MR. PILLAR: No objection.

3 JUDGE KLOVEKORN: Without objection, Exhibit 9 will be  
4 received into evidence.

5 (Whereupon, the document marked  
6 for identification as Applicant's  
7 Exhibit 9 was admitted into  
8 evidence).

8 MR. PATTERSON: Your Honor, I call my final witness,  
9 Mr. Edward Haynor.

10 (Witness sworn).

11 - - -  
12 Whereupon,

13 EDWARD HAYNOR

14 having been duly sworn, testified as follows:

15 DIRECT EXAMINATION

16 BY MR. PATTERSON:

17 Q Mr. Haynor, would you please state your full name  
18 and business address for the record?

19 A Edward Haynor, 1851 Rudolph Road, Erie, Pennsylvania.

20 MR. PATTERSON: Your Honor, I have previously distributed  
21 a two-page document, headed "Prepared Testimony Of Edward  
22 Haynor" and would ask that that document be marked as Applicant's  
23 Exhibit 10.

24 JUDGE KLOVEKORN: Without objection, it will be so  
25 identified.

1 (Whereupon, the document was  
2 marked Applicant's Exhibit No.  
10 for identification).

3 BY MR. PATTERSON:

4 Q Mr. Haynor, do you have in front of you, a copy of  
5 the document that I just referred to?

6 A Yes.

7 Q Did you participate in the preparation of that  
8 document (indicating)?

9 A Yes.

10 Q And are you familiar with its contents?

11 A Yes.

12 Q Do you have any corrections to make?

13 A Yes.

14 Q Do you have any, on the first page?

15 A Yes. Our facility has 195,000 sq. ft. and not  
16 195.

17 Q That is in the answer --- the second to the last  
18 answer on the page, which should read 195,000 and not 195?

19 A Right. Yes.

20 Q Okay.

21 A And the question "Please identify all commodities  
22 received from points in Pennsylvania, of a heavy hauling  
23 category." The answer to that is none.

24 Q So that the text of the answer, which begins, "We  
25 receive steel shipments from Pittsburgh, etc.," should be

1 stricken?

2 A Right. Yes.

3 Q And those, I take it, are not heavy hauling ship-  
4 ments?

5 A Right.

6 Q Are there any more, sir?

7 A The average number of heavy hauling shipments, per  
8 month, outbound from points in Pennsylvania, in a good year,  
9 would be 1 to 2 loads per month.

10 Q Rather than 2 to 3, as in the prepared testimony?

11 A Right. It is probably on the low side of that. It  
12 probably averages 12 to 15 a year.

13 Q And with those corrections, is Exhibit 10 an accurate  
14 reflection of the facts?

15 A Yes.

16 Q And if I asked you the questions that are set forth  
17 in Exhibit 10, would your answers, under oath, be the same as  
18 therein set forth?

19 A Right. Yes.

20 Q And do you adopt Exhibit 10, as your basic testimony  
21 in this proceeding?

22 A Yes.

23 MR. PATTERSON: I tender the witness for cross-examination.

24

25

- - -  
CROSS-EXAMINATION

1 BY MR. PILLAR:

2 Q Mr. Haynor, what are your duties?

3 A I am responsible for the purchasing, inventory  
4 control, construction control, traffic, data processing.

5 Q Your Company has no Traffic Manager, at the present  
6 time?

7 A No.

8 Q And are you the person who would be responsible for  
9 calling carriers, to provide service, either outbound or in-  
10 bound?

11 A I would participate in that decision, yes. I am not  
12 the actual person to call.

13 Q When you say that you participate, who would actually  
14 do that?

15 A The quotations that we would get, would be given  
16 to me, for approval and then, I would make the decision, from  
17 that.

18 Q And are you the person, normally, who would be called  
19 upon by carriers, to solicit your business?

20 A Yes.

21 Q And how did you learn about the Applicant?

22 A Jim Ranker.

23 Q And had you called him before?

24 A Yes.

25 Q When he was with another trucking company?

1 A International Transport, yes.

2 Q Have you used his Company in the past?

3 A Yes.

4 Q Have you used the Applicant's service, in the past?

5 A No.

6 Q Have you ever used it, at all?

7 A No.

8 Q Do you know anything or did you know anything about  
9 the carrier, prior to Mr. Ranker's call?

10 A Only that they existed. That is the only thing that  
11 I knew about them.

12 Q Your support for this Application, I take it then,  
13 is limited just to heavy hauling traffic, moving outbound from  
14 your facilities in Erie, Pennsylvania?

15 A Yes.

16 Q And is your facility located in the City of Erie?

17 A Yes.

18 Q And the outbound shipments that would require a  
19 heavy hauling carrier, would consist of what types of ship-  
20 ments?

21 A Fabricated steel.

22 Q And fabricated into what?

23 A Concrete batching and mixing plant or material  
24 handling buckets, clam shell-type buckets.

25 Q And the reason that you need a heavy hauler, is . . .

1 because the shipments would be over-width, is that right?

2 A Over-width, over-height and occasionally overweight.

3 Not often. Mostly, it is over-width or over-height.

4 Q What was that? I did not hear you?

5 A Mostly over-width and over-height.

6 Q And what carrier does your Company now use for out-  
7 bound shipments, from Erie to points in Pennsylvania?

8 A There have been so few shipments, in the last 12 to  
9 18 months, that we have used our own tractors and trailers to  
10 do that, as well as Hardinger Transfer, which is located in  
11 Erie.

12 Q So that in the past 18 months, all of your outbound  
13 moves, that are of a heavy hauling nature, have moved in your  
14 own equipment or via Hardinger?

15 A Yes.

16 Q Hardinger handles heavy hauling?

17 A They do with some help.

18 Q When you say, "They do, with some help.", who calls  
19 them?

20 A Oh, occasionally, we loan them equipment.

21 Q What type of equipment do you loan them?

22 A Drop deck trailers, lowboys.

23 Q How many pieces of heavy hauling equipment does  
24 your Company own?

25 A Two.

1 Q What are they?

2 A A drop deck trailer and a lowboy.

3 Q And you have 2 tractors that pull them?

4 A One. We have one tractor.

5 Q One tractor?

6 A Yes.

7 Q And prior to 18 months ago, had your Company used  
8 any common motor carriers, for heavy hauling service?

9 A I would assume so. I cannot answer that question,  
10 though, directly.

11 Q Why is that?

12 A Because I cannot recall who we used or how we trans-  
13 ported the goods.

14 Q All right.

15 A To help you with that, up until 18 months ago, we  
16 had a Traffic Manager and he made those decisions, when we had  
17 the business to support a Traffic Manager.

18 Q Has there been any heavy hauling service that your  
19 Company has required, in the past 18 months, that you have not  
20 been able to obtain service for, from certificated heavy haulers?

21 A No.

22 Q Does your Company or are you, personally familiar  
23 with Moore-Flesher Hauling?

24 A No.

25 Q Does your Company or are you, personally familiar

1 with Daily Express?

2 A Yes.

3 Q Has your Company ever used them?

4 A Yes. Interstate, for sure. And I am not positive  
5 about intrastate.

6 Q Do you recognize Daily Express as being a heavy  
7 hauler?

8 A Right. Yes.

9 Q But you have no knowledge of Moore-Flesher?

10 A I know that they are a trucking company. I have  
11 not used them.

12 Q You have never called on Moore-Flesher?

13 A No.

14 Q Do you call on Gottry Corporation, for heavy hauling  
15 services?

16 A Gottry is building a terminal, right now, in Erie  
17 and we have not, but we will.

18 Q Do you recognize them as a Pennsylvania intrastate  
19 heavy hauler?

20 A As of last week, yes. I do, yes.

21 MR. PILLAR: Those are all the questions that I have.

22

23

REDIRECT EXAMINATION

24

BY MR. PATTERSON:

25

Q Did Moore-Flesher solicit your traffic, Mr. Haynor?

1 A No.

2 Q Now, you indicated that --- in your answer to a  
3 couple of questions on cross-examination, that your business  
4 previously supported a Traffic Manager and now doesn't. Thus,  
5 you have inherited that function. What is your expectation  
6 for the foreseeable future, in terms of business volumes?

7 A I think that the volumes will increase. I think  
8 that we should come back to close to the sales that we had,  
9 prior to the recession, in 1982, 1983.

10 Q Will that have an effect, in your view, on the  
11 volume of your traffic and in particular, the volume of your  
12 Pennsylvania traffic?

13 A Yes.

14 Q What effect will it have?

15 A Well, there is --- anyplace that concrete is being  
16 produced, inside the State of Pennsylvania, there is a concrete  
17 batching plant. There are literally thousands of them. And  
18 probably half of them are ours. And most of those batching  
19 plants are made up of either the towaway-type of load, which  
20 requires --- which is a permitted load or they are made up of  
21 modules, which are over-width or over-height. So, it could  
22 --- we could conceivably have 6 loads in a week and not any,  
23 for the rest of the month, hauling one batch plant, to one  
24 location.

25 MR. PATTERSON: Thank you. That is all that I have.

- - -  
RE CROSS-EXAMINATION

1  
2  
3 BY MR. PILLAR:

4 Q Mr. Haynor, do you recall any time, when you had  
5 6 loads in a week, in the time that you have been with the  
6 Company?

7 A Yes.

8 Q And when that occurred, what --- do you know what  
9 trucking company that your Company used for that or was it  
10 done by yourself?

11 A It was probably split between our own equipment  
12 and someone else's. I can't tell you who was used.

13 Q Would your Company have any objection to using  
14 existing certificated carriers, if their services were made  
15 known to you, in the future?

16 A We will use the certified carrier that will give  
17 us the best rate, hauling goods to where they are going.

18 Q You would not have any objection to using the services,  
19 for example, of Moore-Flesher or Gottry or Daily, if their  
20 services were made available to you?

21 A No. If they were competitive, no.

22 MR. PILLAR: Thank you.

23 MR. PATTERSON: Thank you, Mr. Haynor.

24 JUDGE KLOVEKORN: Thank you, Mr. Haynor.

25 (Witness excused).

1 MR. PATTERSON: Your Honor, those are all the witnesses  
2 that we have.

3 I would move the admission of Exhibit 10.

4 JUDGE KLOVEKORN: Without objection, it is admitted into  
5 evidence.

6 (Whereupon, the document marked  
7 for identification as Applicant's  
8 Exhibit 10 was admitted into  
evidence).

9 MR. PATTERSON: We would indicate that those are all the  
10 witnesses that we have for today.

11 Now, the next hearing has been rescheduled, for October  
12 9, I believe. It may not be in the file. But I do have a  
13 letter to that effect, I believe, in my file, concerning that.

14 MR. PILLAR: Is that October 9th?

15 MR. PATTERSON: Yes.

16 MR. PILLAR: Will that be in Philadelphia?

17 MR. PATTERSON: Yes.

18 JUDGE KLOVEKORN: All right.

19 MR. PATTERSON: And we would expect that the Applicant  
20 would produce additional shipper witnesses, at that hearing.  
21 At least, that is our present intention. If anything should  
22 change, we will advise the parties and Your Honor, as soon as  
23 we know.

24 MR. PILLAR: Excuse me, Your Honor.

25 JUDGE KLOVEKORN: Yes, Mr. Pillar.

1 MR. PILLAR: Is the September 6th hearing now off?

2 MR. PATTERSON: Yes.

3 May we go off the record?

4 JUDGE KLOVEKORN: Yes.

5 (Discussion off the record).

6 JUDGE KLOVEKORN: Back on the record.

7 We stand adjourned, until Tuesday, October 9th, in  
8 Philadelphia.

9 MR. PATTERSON: Thank you, sir.

10 MR. PILLAR: Thank you, sir.

11 - - -

12 (Whereupon, at 12:00 p.m., the  
13 hearing was adjourned until  
14 Tuesday, October 9, 1984).

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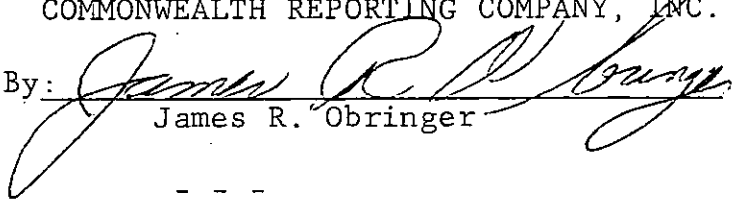
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I hereby certify, as the stenographic reporter,  
that the foregoing proceedings were taken stenographically  
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my direction; and that this transcript is a true and accurate  
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