

App. Est 5
A105101
8-20-84
Pitts
J.O.

Before The

PENNSYLVANIA PUBLIC UTILITY COMMISSION

APPLICATION OF : DOCKET NO.
J. F. LOMMA, INC. : A. 00105101

**PREPARED TESTIMONY OF
JAMES H. KRAMER
PENNSYLVANIA ELECTRIC COIL, INC.**

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SECRETARY'S OFFICE
Public Utility Commission

- Q. Please state your name and business address.**
- A. James H. Kramer, 1301 Sawmill Run Blvd., Pittsburgh, Pa. 15226.
- Q. By whom are you employed and in what capacity?**
- A. I am employed by Pennsylvania Electric Coil, Inc. as Sales Manager. I have been associated with Allis-Chalmers for 32 years, and with Pennsylvania Electric Coil for the last nine years since its acquisition by Allis-Chalmers. I have been in my present position for three years. My duties include the selection of size and weight carriers.
- Q. Are you authorized to appear in this proceeding and give testimony in support of this application?**
- A. Yes.
- Q. What is the business of Pennsylvania Electric Coil, Inc.?**
- A. Pennsylvania Electric Coil manufactures coils and repairs motors. We have two facilities: a 45,000 sq. ft. building and a 55,000 sq. ft. building, located in Pittsburgh, Pa. We employ 129 persons and do approximately \$7 million of sales annually.
- Q. Please identify the commodities you ship to points in Pennsylvania in the "heavy hauling" category — requiring the use of rigging, special handling, or special equipment — and the nature of the receivers of such shipments.**
- A. We ship motors, generators and transformers, primarily to steel plants. Our principal destinations are Sharon, Brackenridge, Monessen, Allenport, Leechberg and Dravosburg.

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- Q. What is the average weight per shipment to the application area?**
- A. The average weight of our shipments is 45,000 to 50,000 pounds.
- Q. Please identify all commodities received from points in Pennsylvania in the "heavy hauling" category.**
- A. We receive motors and transformers needing repair inbound, from the same facilities to which we ship. We initiate pick-up and direct the movement approximately 90% of the time.
- Q. What is the approximate frequency of all heavy hauling traffic shipped outbound?**
- A. Because our business is repairs, shipping is irregular and unpredictable — ranging from 0 to 4 shipments per month.
- Q. What is the reason or reasons for your support of this application?**
- A. Our need for heavy hauling arises on an emergency basis, upon a breakdown at a facility. We initiate both pick-up of an apparatus at the site and delivery when repairs are complete. Therefore most jobs are undertaken on a rush, overtime basis and immediate service, often on four hours notice, is a necessity. Because of the nature of heavy hauling the possibility always exists that a carrier's specialized equipment may be tied-up. That problem is intensified in our case due to the fact that one of our two principal carriers (Benkhart) is no longer in business. We need an additional carrier on which we can depend for expeditious service. Lomma's opening of a Pittsburgh facility is particularly attractive to us.

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"Service . . . A Commitment to Industry"

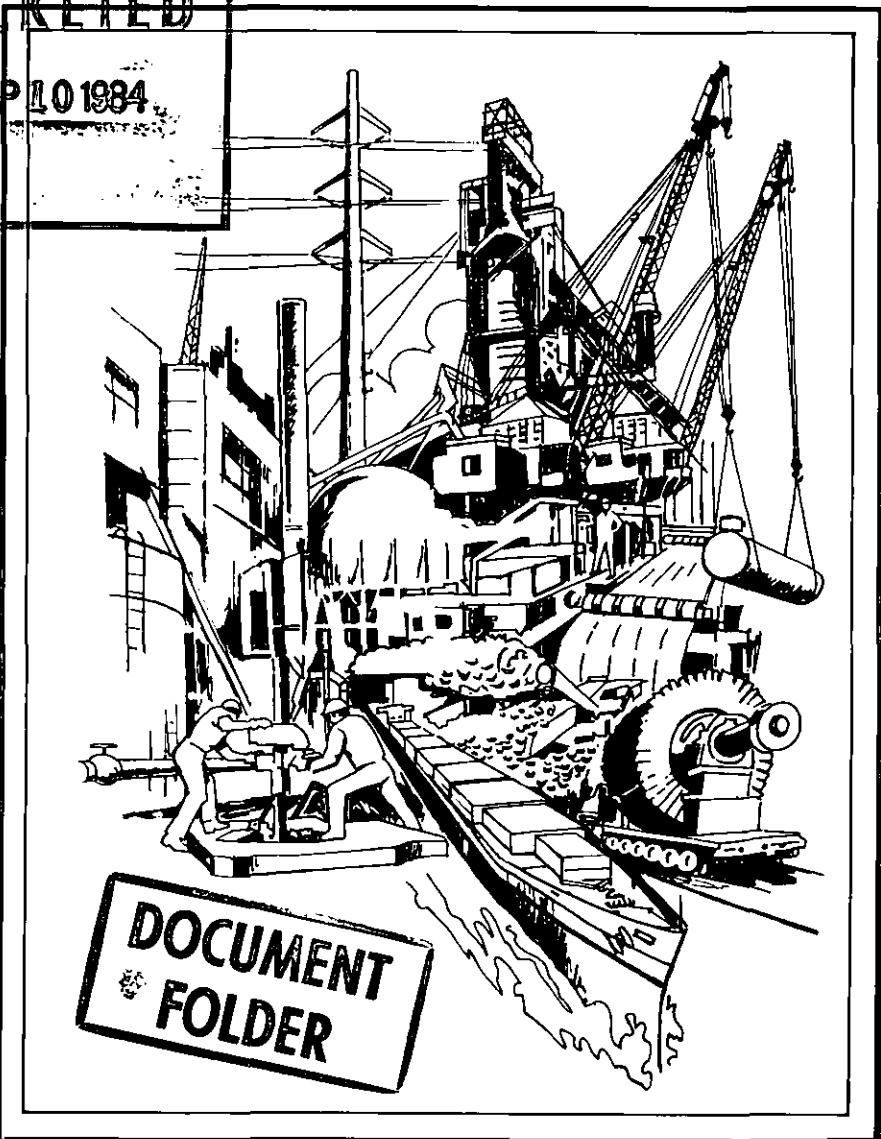
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Pennsylvania Electric Coil, Inc.

A subsidiary of Siemens-Allis, Inc.

Pennsylvania Electric Coil, Inc., a wholly owned subsidiary of Siemens-Allis, Inc. is a full service organization serving the steel, utilities, petro-chemical, mining, transportation and many other industries. We at Penn Coil provide this large industrial base with one basic commodity . . . Electrical Apparatus Service.

Our Services consist of:

Coil Manufacturing

- Field Coils
- Armature Coils
- Stator Coils
- Brake Coils
- Induction Heating Coils
- Lifting Magnets

Machine Shop

- Shaft Manufacturing & Repair
- Metalizing
- Babbitt Bearings
- Dynamic Balancing
- Welding & Brazing
- Pump Repairs

Electronics

- PC Board Repair
- Custom Panel Build-up
- Control System Design & Engineering
- AC & DC Drive Repair

Re-manufacturing

- AC & DC Motors and Generators
- Lifting Magnets
- Magnetic Clutches
- Brakes
- Transformers

Wire Manufacturing

- In-house Wire Mill
- Magnet Wire Shapes

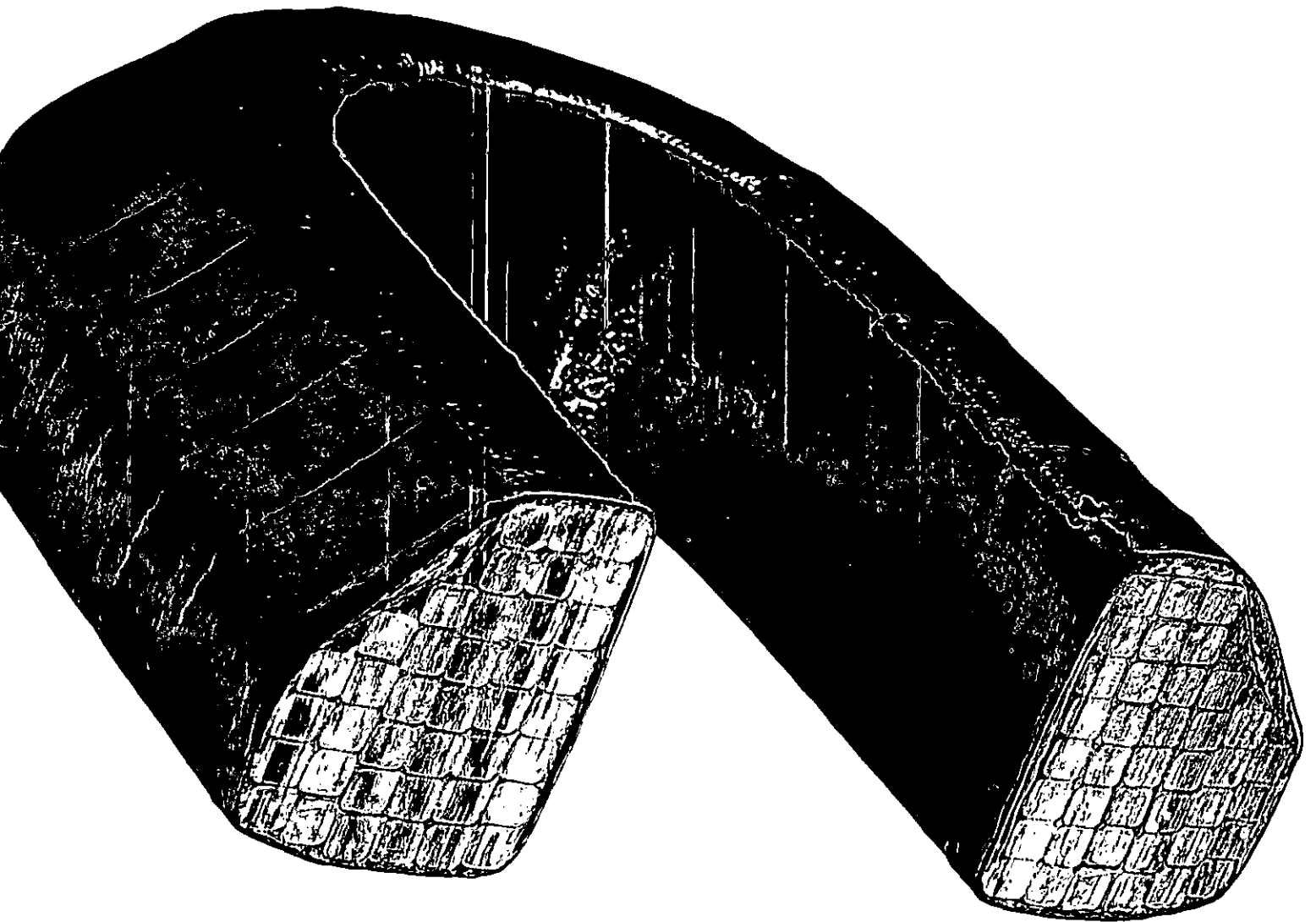
Field Service

- AC & DC Motors and Generators
- Switch Gear
- Pump Repairs

Inventories

- Siemens Allis Motors
- Allis Chalmers Motors & Transformer Parts
- Used Motors
- Coils: Mill type Armature & field size MC, MD, & CD

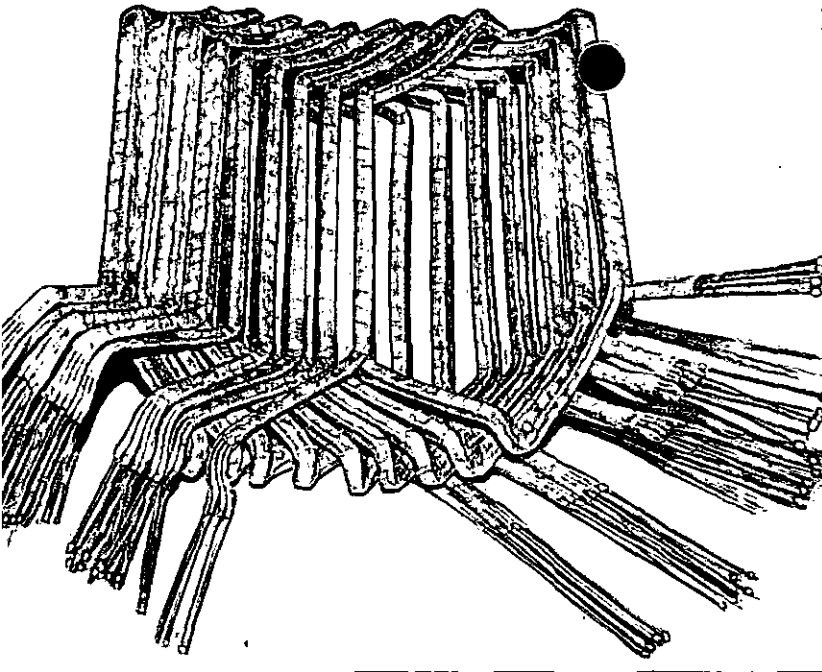
Penn Coil provides nationwide sales of electrical products through its manufacturing and service centers and representatives across the United States.



A Tough Coil: Thermovac®

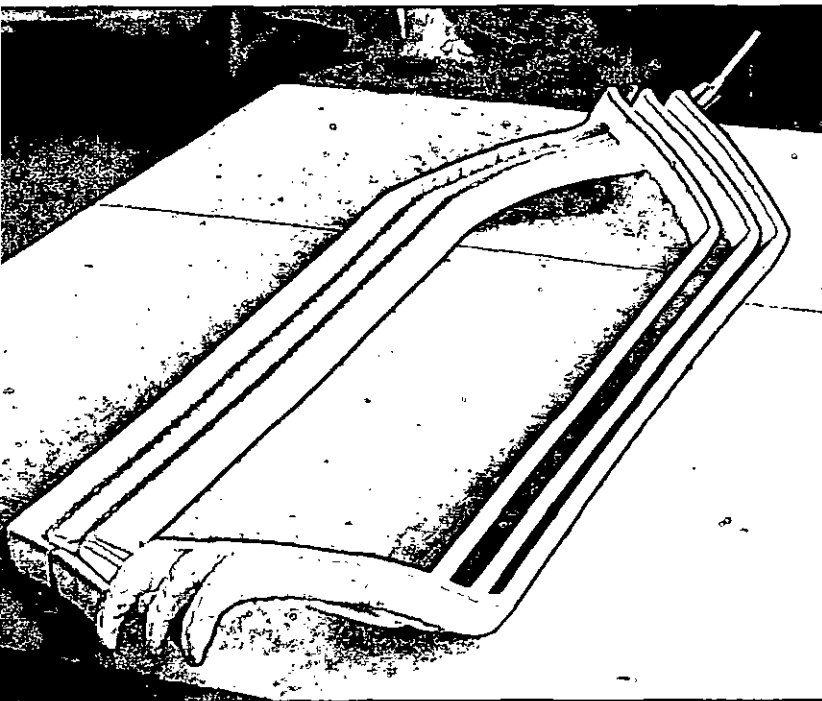
The Thermovac DC Coil is a 100% epoxy-filled insulation system in which a cocoon is constructed around the coil and processed through our VPI cycle to eliminate voids. The coil is impervious to all environmental conditions and has an increased heat transfer over that of a normal

DC coil. This means LONGER MOTOR LIFE under the worst of operating conditions. The system can be used for all types of DC field coils. The Thermovac is a proven, superior insulating system for all types of DC motor coils as evidenced by 30 years of field application.



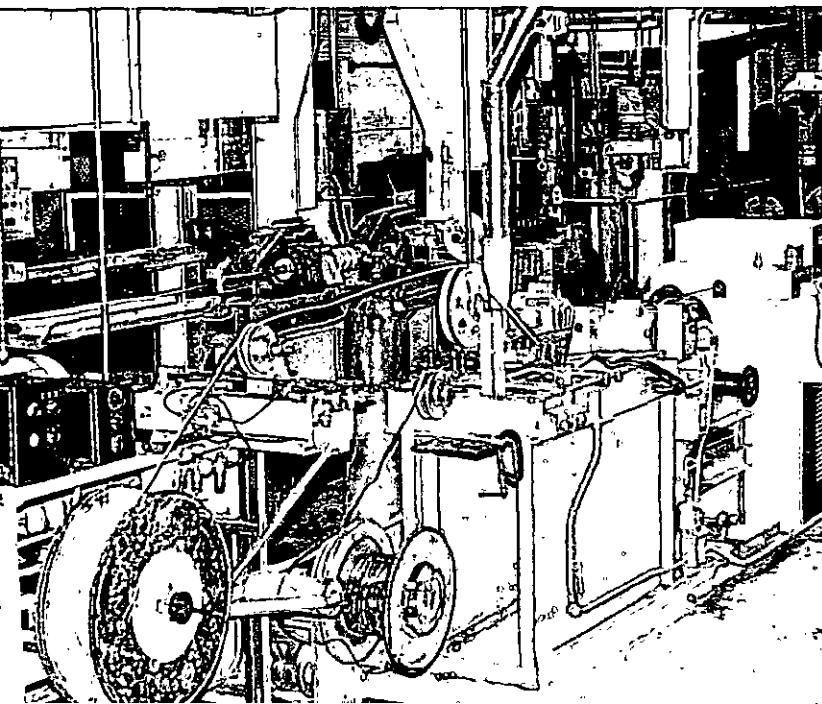
Armature Coils

Various mill, traction, and general duty type motors have resulted in many diverse insulation and coil designs. The ultimate service we can provide to our customers is the assurance that all aspects of the motor application have been incorporated into our coil design. We manufacture coils *equal to, or superior in insulation to the O.E.M. design.*



Stator Coils

Penn Coil provides a wide range of proven insulation systems to meet the most discriminating customer, with voltage classes of 220 thru 15 K.V. The insulation systems comprise *fully cured slot size coils or green for V.P.I.* and either hard or soft cell sections. During coil manufacturing, a fully integrated, **QUALITY ASSURANCE** program assures a coil product with extreme reliability.

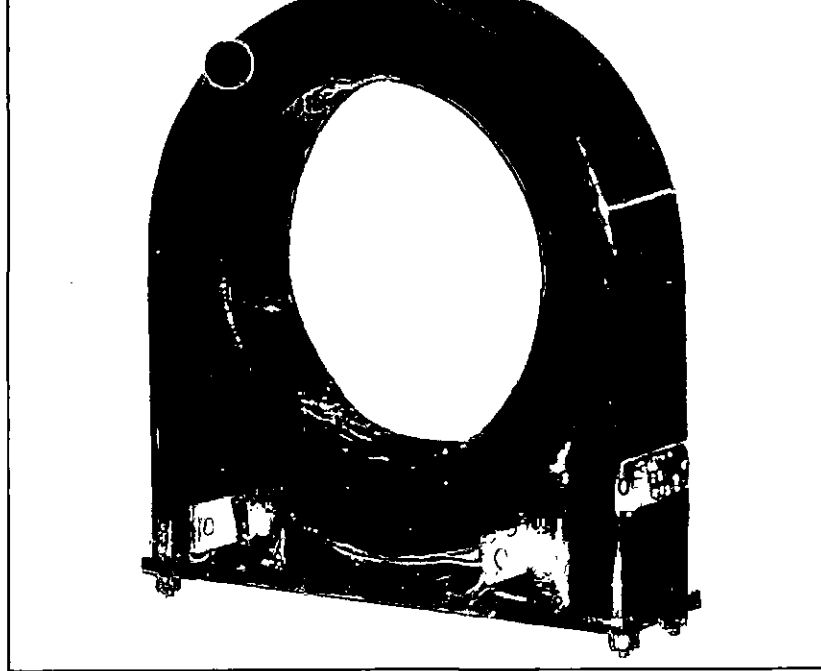


Wire Mill

Pennsylvania Electric Coil has the capability of manufacturing round and rectangular copper magnet wire up to 3/4" wide. We do the entire job, including wire drawing, rolling, annealing and insulating, taking pride in a product that complements our ability to provide **IMMEDIATE SERVICE** to any customer's demand.

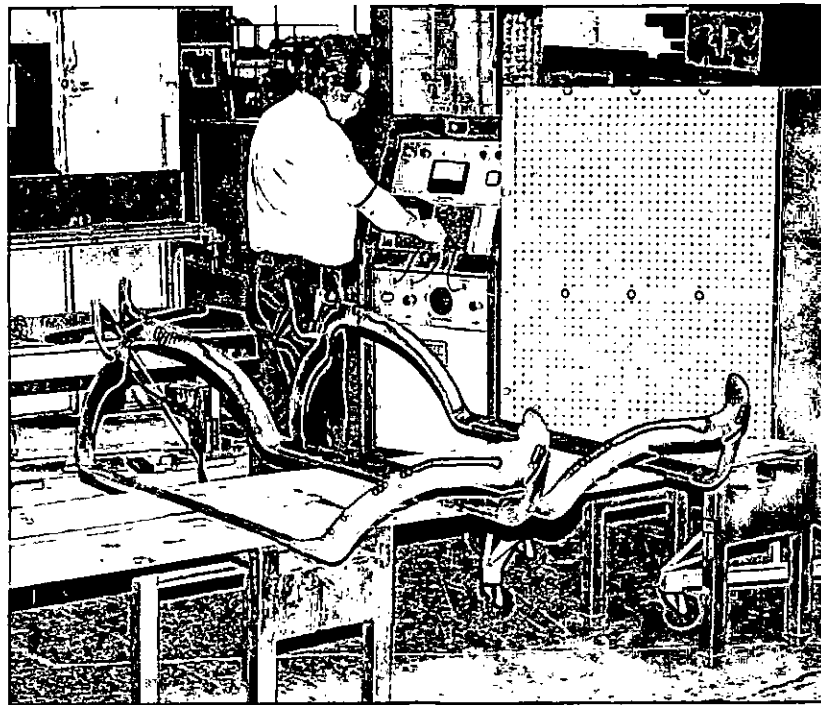
Brake Coils

Penn coil type 505 brake coils electrically and magnetically meet or exceed original O.E.M. design specifications. Through the use of our patented Thermo-Vac processed coil with a steel base construction, customers can expect extended service life with Penn-Coil brake coils.



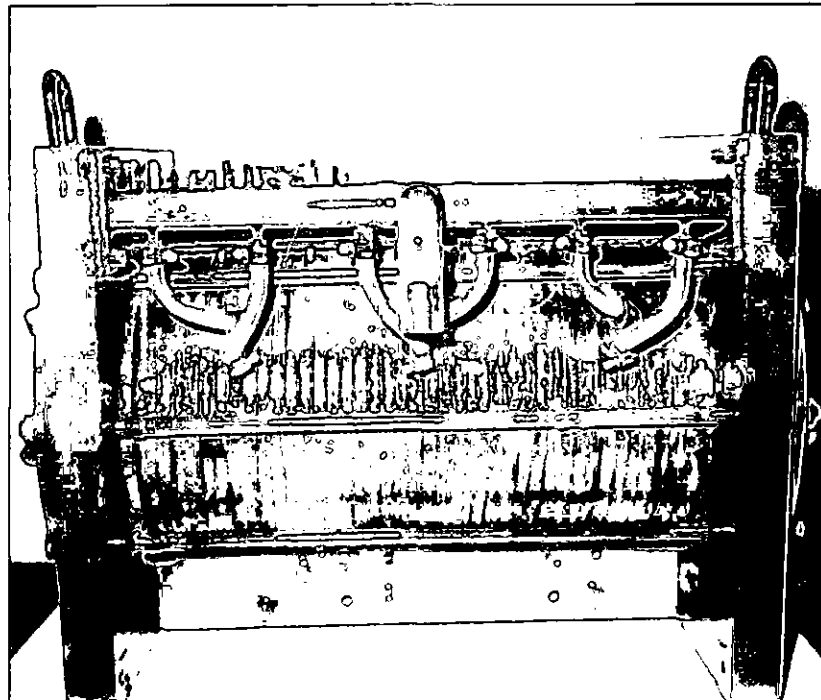
High Voltage Coils

Penn-Coil has become a leader in the industry with customers ranging from steel mills, oil refineries, power plants, and paper mills to sewage treatment facilities. We have shipped high voltage coils all over the world (including behind the Iron Curtain) and offer assistance in winding if necessary.



Penn Coil Special Air and Water Cooled Induction Heating Coils

We are service representatives for some of the largest air and water cooled induction heating coil manufacturers. Design specifications are readily available from these manufacturers, the result being fast coil duplication. Repair and replacement of air cooled coils is a Penn Coil specialty.



Answers to any Coil Questions

Q Is it possible to get a quick turnaround on remanufacturing of coils?

A Yes! Most coils can be made within 24 hours from the time you say go. Through highly trained personnel and comprehensive in-house coil manufacturing capabilities, we are able to perform this service quickly to provide the customer with minimum downtime.

Q How can you offer such quick turnaround time?

A Penn Coil has direct access to over 200,000 data sheets contained in a central storage bank. Our data banks virtually eliminate the need for sample coils or specification sheets from our customers. Our pattern library contains over 30,000 molds, some dating back to 1900.

Q Let's say you have the necessary specs and pattern molds. Don't I have to wait for the wire to be ordered in?

A One of Penn Coil's unique capabilities is our wire drawing facilities! We take copper rod and draw it down to the required sizes for insulation. With the capability to draw wire in-house (square, rectangular), Penn Coil can reduce customers down time by having the wire made, sometimes before the unit at the job site can be stripped down.

Q Sometimes I have old O.E.M. equipment that even we don't have information on. Can you handle it and still deliver on time?

A We presently manufacture over 200,000 different coils ranging in application from 1 HP to 20,000 HP and 6 volts to 13,800 volts. Some examples are: formed wound stator coils, armature coils, equalizer coils and rotor coils. We also manufacture series, interpole, shunt, compound and stabilizing shunt field coils! Some of our specialized Penn Coil coils include: lifting magnets, brake and magnet clutch coils as well as Penn Coil unique air or water cooled induction heating coils!

Q What gives Penn Coil coils their longer life?

A Coil life is greatly increased by our insulation systems which are individually designed based on application needs. All Penn Coil coils are built to either class F or Class H insulation standards. Coil material kept stocked and climatically controlled include Kapton, Nomex, Mylar, fiberglass, epoxy resins, polyester resins, acrylic resins and mica paper.

Q Do you inventory any coils?

A We stock the most frequently requested coils such as mill motor armature coils, and field coils. We have 120 tons of copper at our disposal along with other coil production materials.

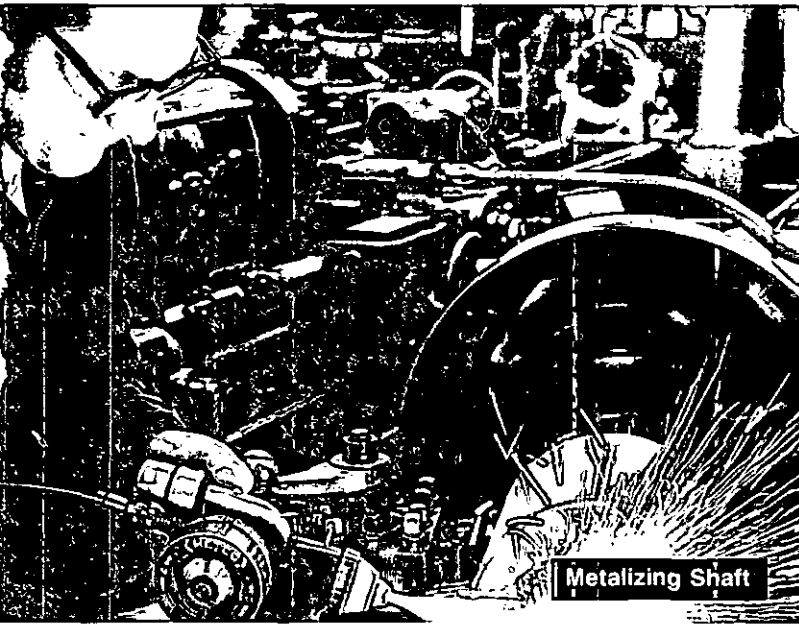
Q Everyone says that they closely inspect their products. What kind of quality assurance do you maintain?

A We feel our quality control system is one of the most rigorous in the industry. All of our coils meet the customers' requirements along with NEMA standards. We pre-test insulations and varnishes to insure that they meet or exceed the specifications. Our coils are constructed to withstand four areas of stress that can cause premature coil malfunction, vibration, overload, mechanical failure and the elements! If a coil fails in any one of these areas, it is rejected.

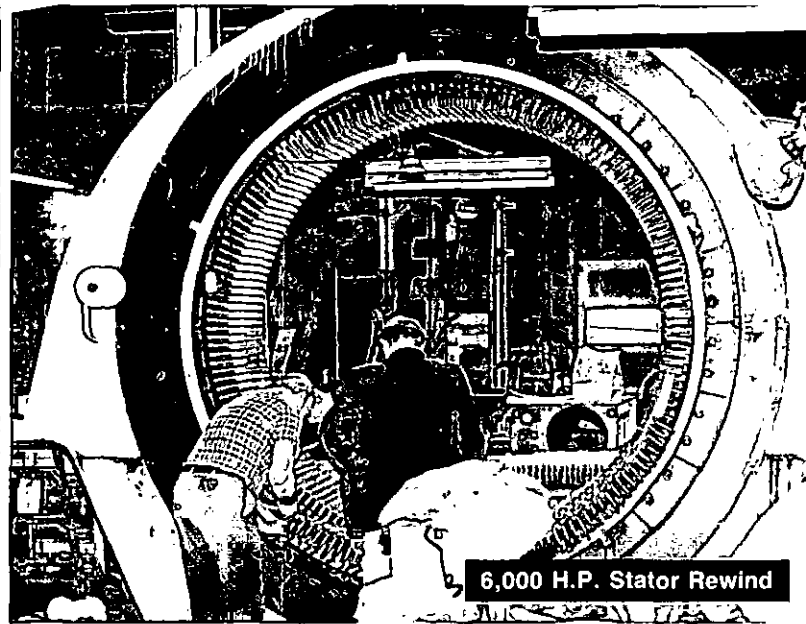
For additional information:

**Contact our
technical department at
(412) 881-4010**

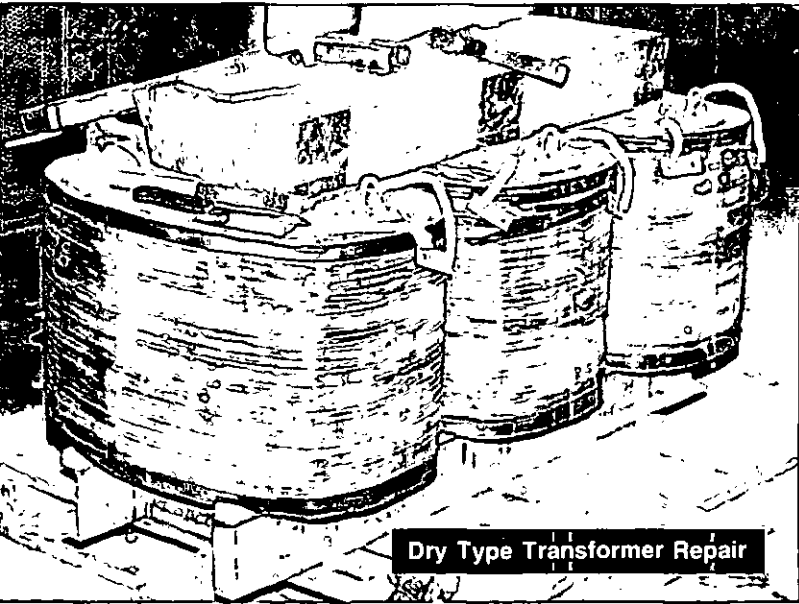
REMANUFACTURING



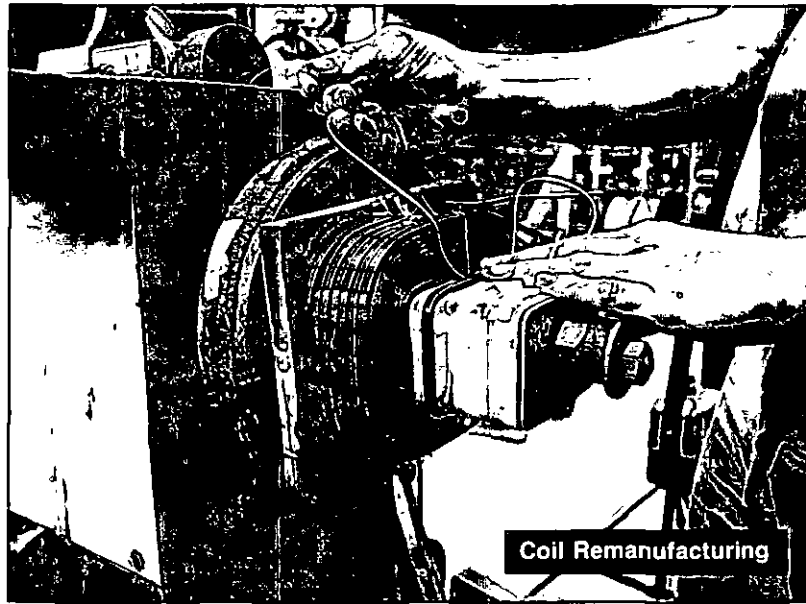
Metalizing Shaft



6,000 H.P. Stator Rewind



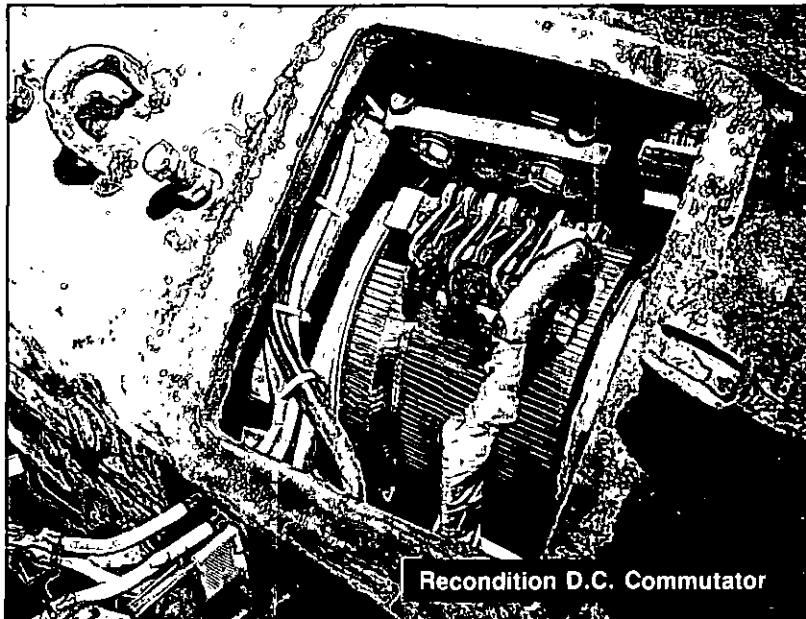
Dry Type Transformer Repair



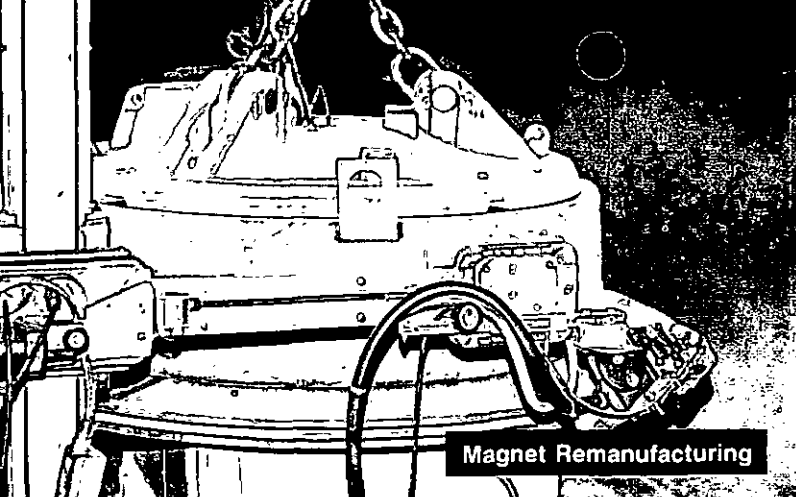
Coil Remanufacturing



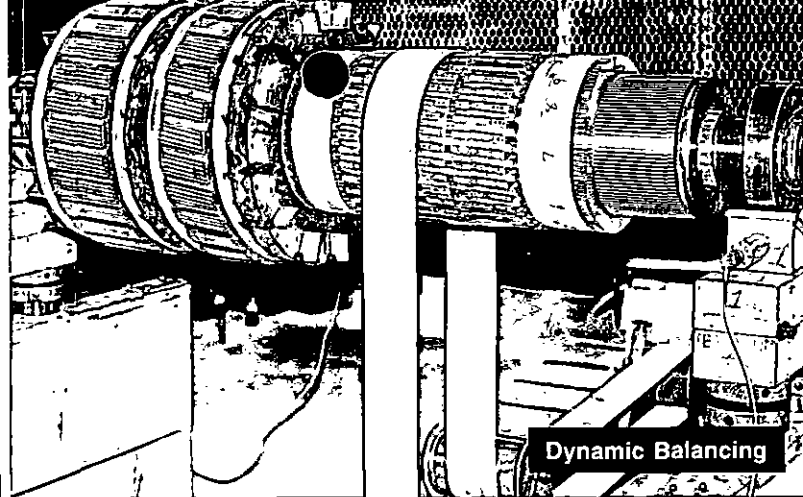
A.C. Stator Rewind



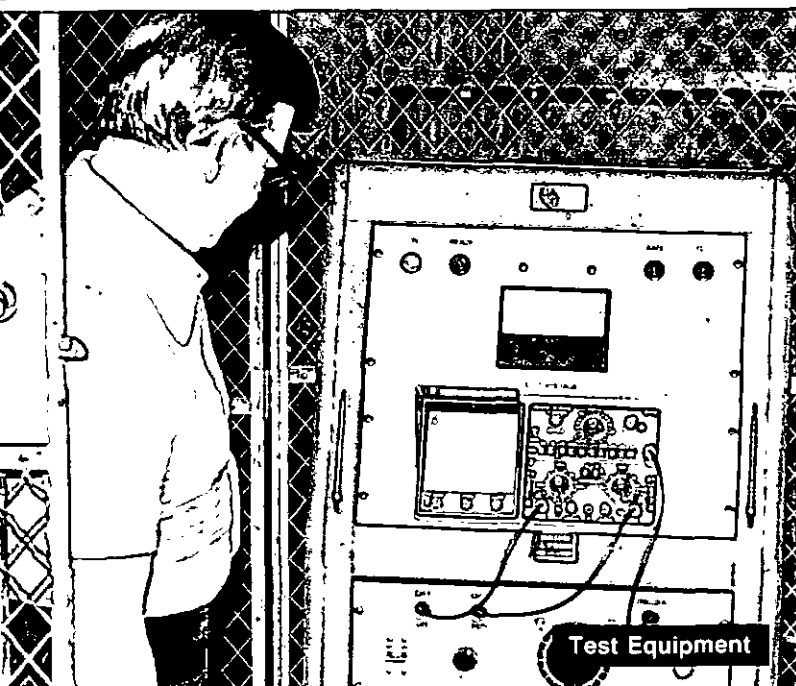
Recondition D.C. Commutator



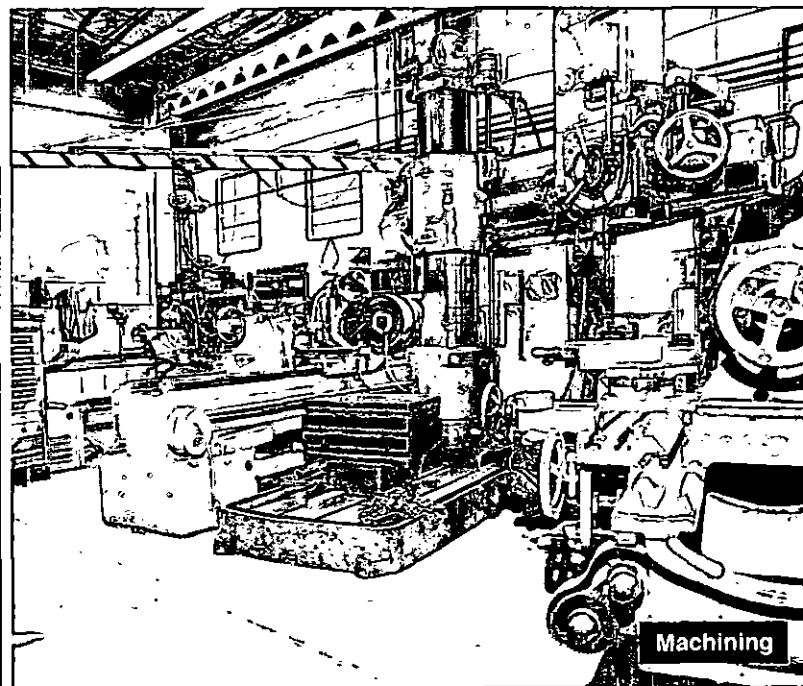
Magnet Remanufacturing



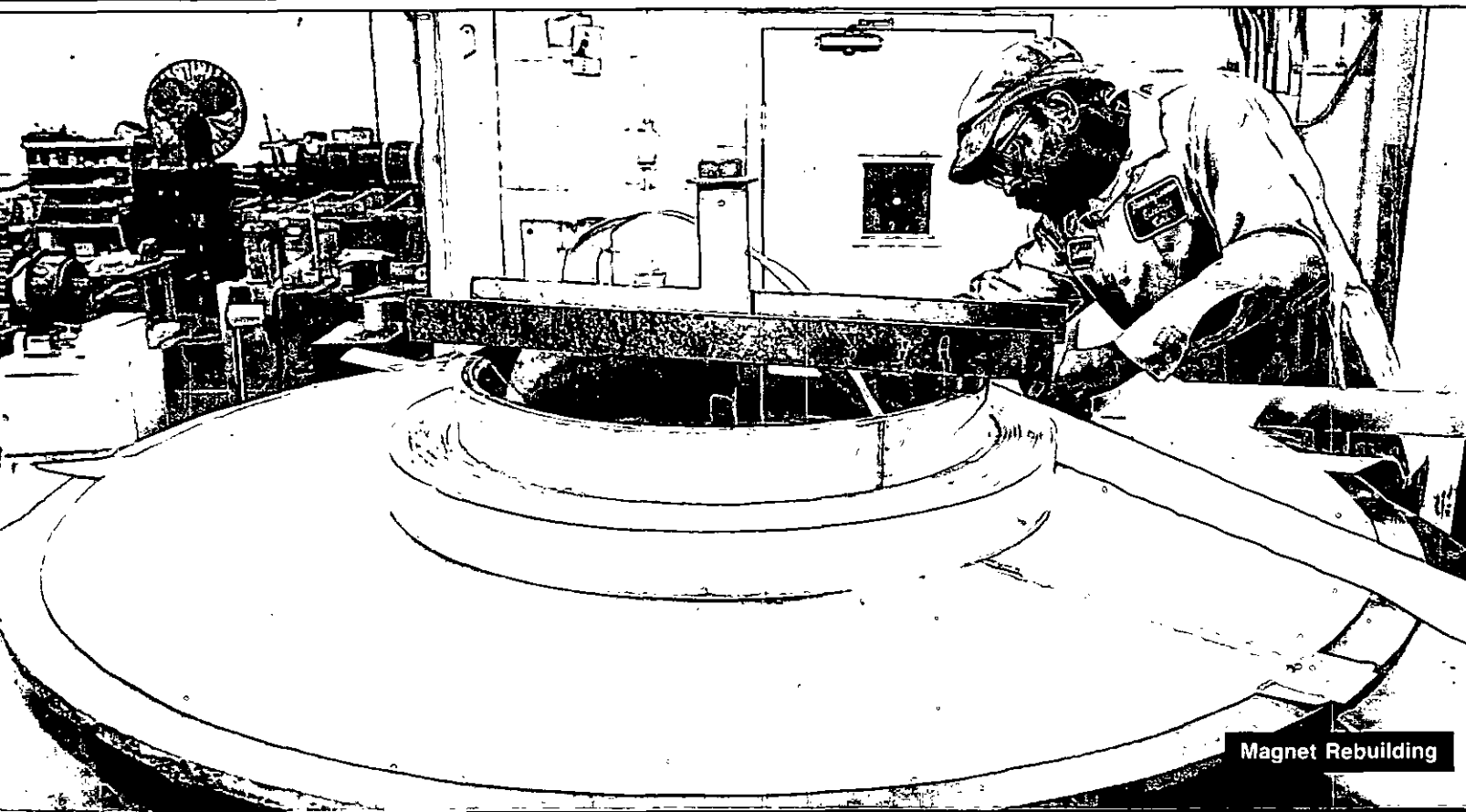
Dynamic Balancing



Test Equipment



Machining



Magnet Rebuilding

REMANUFACTURING

The primary responsibility of any electrical apparatus repair facility is to reduce downtime, provide service, and quality workmanship. By having the proper equipment and trained personnel, Penn Coil has been a leader in remanufacturing of electrical equipment for over 65 years.

Penn Coil has the facilities to do it all. We have cranes ranging from 1/2 ton jibs to 30 ton overheads. Our motor size capabilities range from fractional horsepower to 20,000 HP, 6 Volts to 13,800V. With in-plant wire making facilities Penn Coil can manufacture wire within hours. This capability alone provides "downtime" savings to our customers.

We also have the equipment to do in-plant repairs. On-site motor repair capability assures the customer fast turn around and minimum downtime.

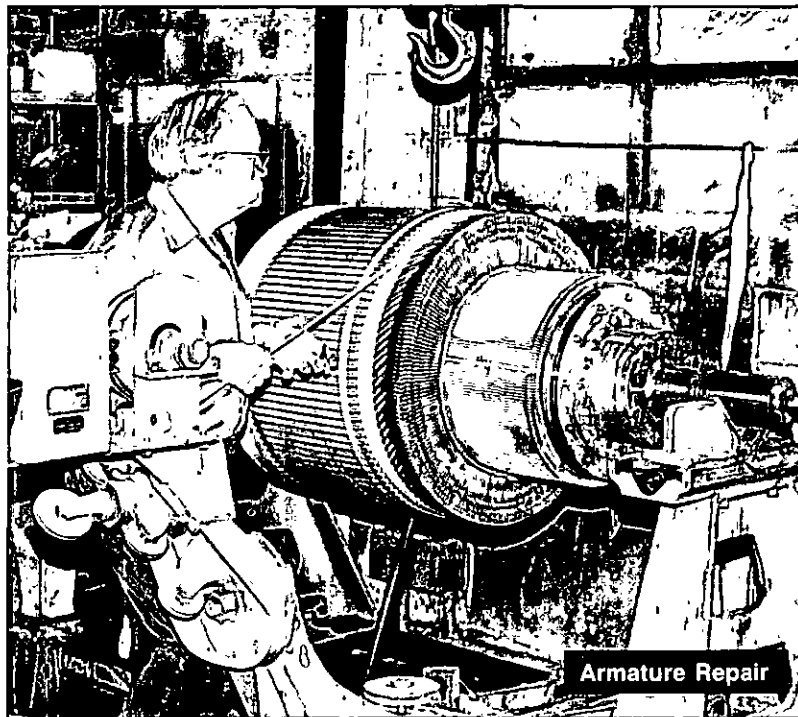
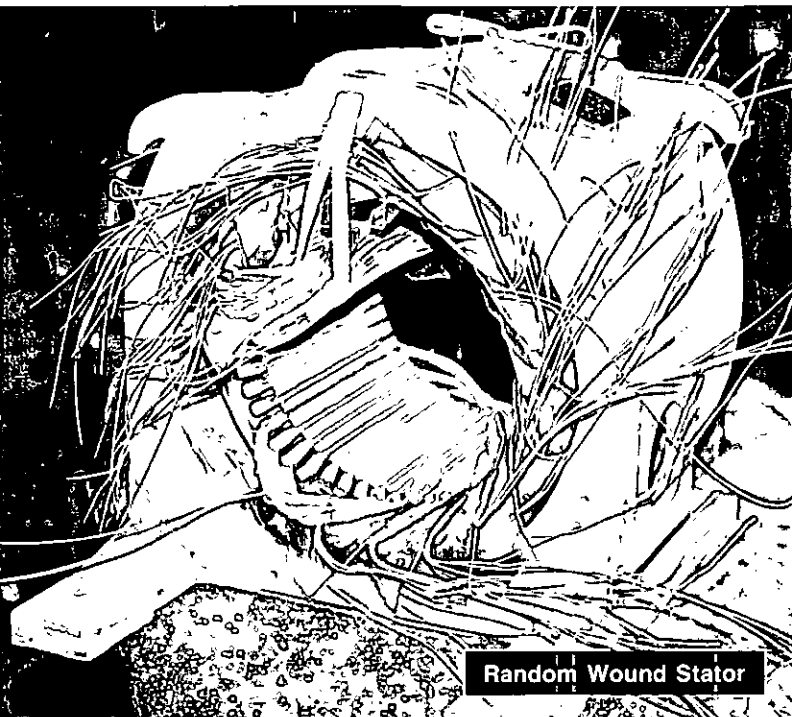
Our remanufacturing goes beyond motor repair.

We also have full capabilities for repair and rewind of lifting magnets, magnetic clutches, brake coils and dry transformer repair.

Penn Coil is also the authorized service shop for a number of major manufacturers including, Siemens-Allis, Eickhoff, U.S. Motors, Lincoln Electric, Baldor and Allis Chalmers.

When a company offers 24 hour a day service, they better back it up. Penn Coil does! Our fleet of service trucks is on call 24 hours *every day*. With weekly truck routes throughout a major portion of the industrial Northeast, Penn Coil may already have a route established in your area, (see your Penn Coil representative today).

The Penn Coil combination of highly trained and dedicated personnel, together with superior facilities and equipment, is a sure bet for the service you require.



INVENTORIES

Motors

- Siemens-Allis
- Allis Chalmers
- U. S. Motors
- Baldor
- Lincoln
- G.E.
- Dayton
- Delco
- Reliance
- Westinghouse

Controls

- Siemens-Allis
- Siemens
- S & S
- Warrick

Coils

- Armature
- Fields
- Stator
- Brake

Pumps

- Kenco
- Hydromatic
- Jabco
- Aurora
- Hypro
- Jacuzzi
- Little Giant
- Gusher

Miscellaneous

- Motor Bases
- Wire

ELECTRONICS

In the past decade, we have noted a tremendous change in meeting our customers' service needs. With the advance in technology finding its way into every industry in the form of SCR drives, numerical control machines and even microprocessor controls, we too must adapt our capabilities in order to provide the full spectrum of service that our customers have grown accustomed to.

These capabilities include custom panel build-up and repair, design of control systems, instrument calibration and repair, printed circuit board repair, and of course, service and repair of solid state A.C. and D.C. drives of all types and sizes, old and new.

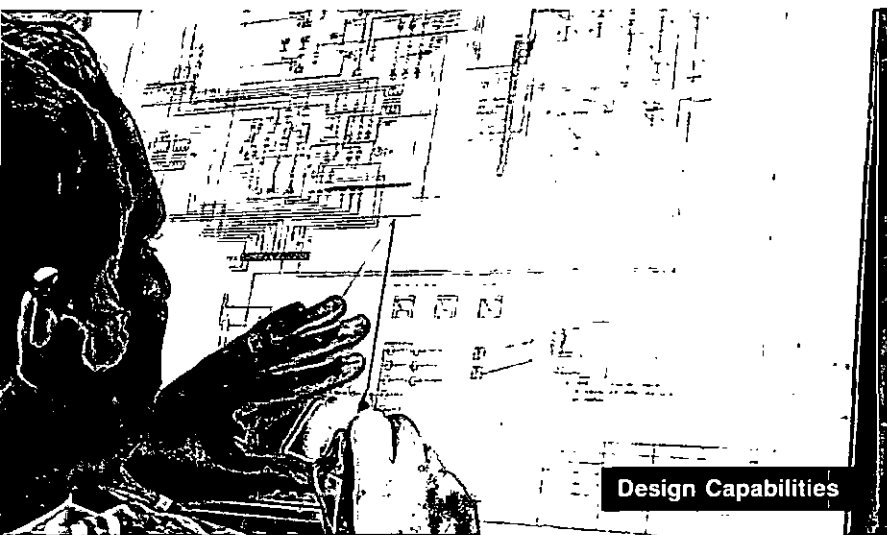
Whether it's industrial controls or electronics, we are involved. We are capable of providing the service necessary to get the customer going, usually in less time than would be possible if factory authorized service channels were employed, and at a *considerable cost savings!*

PC BOARD REPAIR

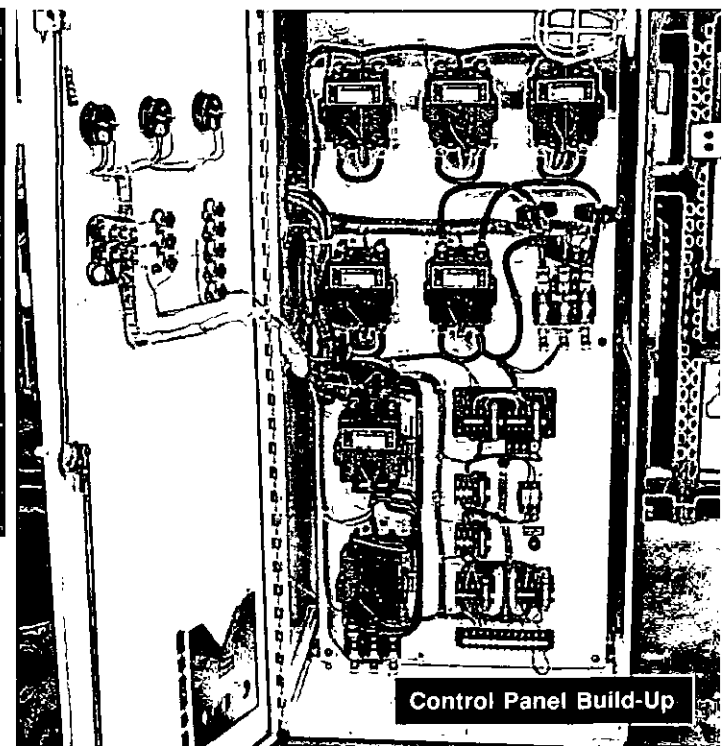
Penn Coil's commitment to electronic repair and testing goes beyond normal electronic capabilities. We have incorporated printed circuit board repair, for cards manufactured by every OEM. Most PC Boards can be repaired even if a schematic is not available in our shop or at your location utilizing certified test equipment by our technicians.

We trouble shoot, repair, and diagnostically check repaired cards. Each card is identified with our technicians name, and date of service for future reference. *For prompt service mail your boards, send by UPS to a Penn Coil Facility or contact your local Sales Engineer. We will quote your repair before performing any work.*

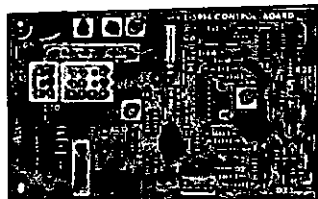
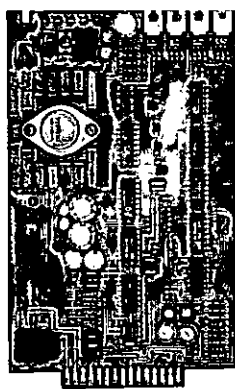
Make PENN COIL your complete electronic repair headquarters.



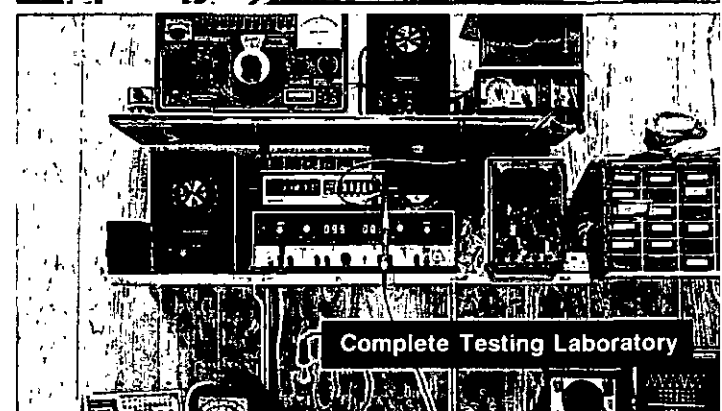
Design Capabilities



Control Panel Build-Up



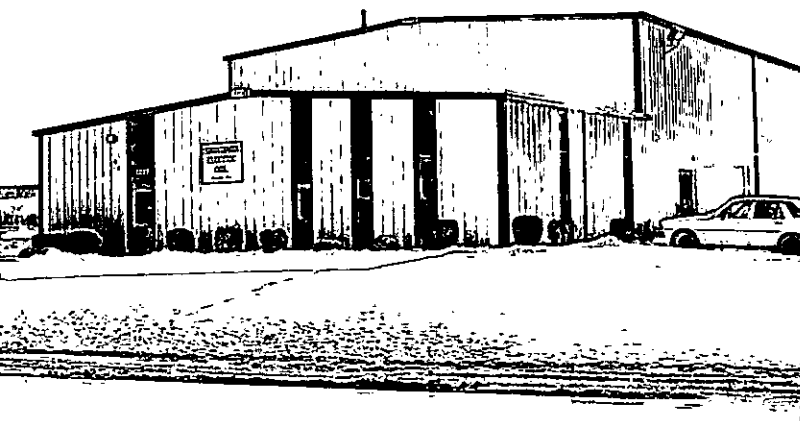
PC Board Repair



Complete Testing Laboratory

Pennsylvania Electric Coil SERVICE SHOPS in your area

Pittsburgh Division
1301 Saw Mill Run Blvd.
Pittsburgh, PA 15226
412-881-4010



Erie Division
2227 E. 33rd St.
Erie, PA 16510
814-898-1555



Gary Division
2801 W. 9th Ave.
Gary, IN 46404
219-949-9780



Lorain Division
3739 Colorado Ave.
Lorain, OH 44054
216-949-7191

. . . Our Parent Company

Siemens Allis is a broad-line electrical supplier — manufacturing and marketing electrical equipment and systems for utilities and industry. It is jointly owned by Siemens Corporation and Allis-Chalmers Corporation.

Ironically, Allis Chalmers and Siemens were both founded in 1847. Siemens has devoted its history to building its company's foundation in the electrical market, whereas Allis-Chalmers branched into not only electrical but agricultural and material handling systems.

With electrical systems getting more sophisticated and industry technologically advancing, Siemens and Allis-Chalmers began a joint venture in 1969 to deal with the changing times. In 1978 the Siemens-Allis Corporation was formed. With corporate headquarters in Atlanta and manufacturing and service divisions throughout the United States, Siemens-Allis has been able to meet and exceed the electrical markets demands. This has been done through quality products and the service organizations to back them up.

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**PREPARED TESTIMONY OF
JAMES MELANI
IONICS, INC.**

SECRETARY'S OFFICE
Public Utility Commission

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SEP 10 1984

- Q. Please state your name and business address.
- A. James Melani, Box 99, Bridgeville, Pennsylvania 15017.
- Q. By whom are you employed and in what capacity?
- A. I am employed by Ionics, Inc. as Traffic Manager. I have held my present position for six years. As Traffic Manager, I control the selection of carriers for our traffic.
- Q. Are you authorized to appear in this proceeding and give testimony in support of the application?
- A. Yes.
- Q. What is the business of Ionics, Inc.?
- A. Ionics, Inc. manufactures steel weldments used by the nuclear power industry. Our facility is located in Bridgeville, Pennsylvania. We employ approximately 110 persons and do approximately \$5 - 7 million of sales annually.
- Q. Please identify the commodities you ship to points in Pennsylvania in the "heavy hauling" category — requiring the use of rigging, special handling, or special equipment — and the nature of the receivers of such shipments.
- A. We ship steel weldments to nuclear power facilities. Our principal destinations are York and Mechanicsburg.
- Q. What is the average weight per shipment to the application area?
- A. The average weight of our shipments is 50,000 pounds. Our shipments are frequently oversized with the dimensions varying dramatically from piece to piece since each piece is custom-made to the customer's specifications.

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- Q. What is the approximate frequency of all heavy hauling traffic shipped outbound?**
- A. Approximately 2 to 3 heavy hauling loads per month outbound.
- Q. What is the average number of heavy hauling shipments per month outbound to points in Pennsylvania?**
- A. We average 1 to 2 heavy hauling loads to Pennsylvania in intrastate commerce per month.
- Q. What is the approximate monthly volume of traffic shipped from your facility?**
- A. We ship approximately 100,000 pounds per month.
- Q. What is the approximate monthly volume of your traffic moving to points in Pennsylvania?**
- A. We ship approximately 50,000 pounds per month to Pennsylvania points.
- Q. What is the reason or reasons for your support of this application?**
- A. Due to the limited number of carriers providing heavy hauling service in our area, we require the availability of an additional carrier. The applicant's opening of a Pittsburgh facility is particularly attractive in this regard.

App. Ex 8
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SEP 3 1984

PREPARED TESTIMONY OF
ROBERT J. CASEY, JR.
DUQUESNE ELECTRIC & MANUFACTURING CO. SECRETARY'S OFFICE
Public Utility Commission

Q. Please state your name and business address.

A. My name is Robert J. Casey, Jr. and my business address is 475 Butler Street, Pittsburgh, Pennsylvania 15223.

Q. By whom are you employed and in what capacity?

A. I am employed by Duquesne Electric & Manufacturing Co. as Vice President of Sales. I am familiar with the transportation requirements of my company and am intimately involved in selecting the motor carriers utilized by Duquesne Electric on both an inbound and an outbound basis.

Q. Are you authorized to appear in this proceeding and testify in support of the application of J. F. Lomma, Inc.?

A. Yes.

Q. What is the business of Duquesne Electric?

A. Duquesne Electric is a large dealer of used electrical equipment such as transformers and generators. As a dealer, we become involved in both the purchase and sale of these commodities. These products are purchased from companies engaged in the metal, mining, chemical and paper industries, as well as from the federal government. Included among the customers to which we sell our products are such companies as Bethlehem Steel and U.S. Steel.

Duquesne Electric has an annual sales volume in excess of \$2,000,000.

Q. Please identify the location of your Pennsylvania facilities.

A. Our sole facility is located at 475 Butler Street in Pittsburgh. That facility consists of six (6) fabricated buildings containing approximately 175,000 square feet of space. Four of these buildings are utilized for storage, with the remaining two buildings serving as repair facilities.

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SEP 10 1984

Q. Please identify the commodities you ship to or receive from points in Pennsylvania.

A. We ship and receive a variety of products. Included among these are the following: AC/DC motors, transformers, electric switch gear, switches and motor generator sets. Of these, the motors, transformers and motor generator sets require special handling or special equipment.

Q. Please indicate the volume of "heavy hauling" traffic shipped by Duquesne Electric.

A. Duquesne Electric has approximately 3 shipments per month that require special handling or special equipment. An average "heavy hauling" shipment moving to a Pennsylvania point would range between 30,000 and 60,000 pounds, and would be between 8 and 10 feet wide.

On an inbound basis, we receive approximately 2 "heavy hauling" shipments per month, with total Pennsylvania inbound tonnage approximating 40 tons per month.

Q. Identify the principal Pennsylvania origins and destinations of your "heavy hauling" shipments.

A. Representative destinations of our traffic include the following: Milton, Bethlehem, Sharon, Fairless Hills and Philadelphia. Included among the origins of shipments moving inbound to our Pittsburgh facility are the Pennsylvania facilities of U.S. Steel, Republic Steel and National Steel.

Q. Describe the type of special equipment required by Duquesne Electric.

A. Because of the weight of the motors and transformers that we ship, we require 30 - 50 ton, double-drop lowboy trailers. It is our understanding that Lomma possesses the type of equipment that we require.

Q. Please indicate why Duquesne Electric is supporting the application of J. F. Lomma, Inc.

A. Since federal deregulation of the motor transportation industry, Duquesne Electric has detected a noticeable decrease in the amount of specialty heavy hauling equipment available to transport our products. Smaller carriers that had been serving us have either ceased operating or no longer provide the type of equipment that we require. We therefore desire the availability of the service proposed by J. F. Lomma in order to help reduce or eliminate the problems we now encounter with respect to equipment availability.

App Exh 9
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J. F. LOMMA, INC.

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SEP 7 1984

**PREPARED TESTIMONY OF
JOHN M. WHITE
TIPPINS MACHINERY CO.**

**SECRETARY'S OFFICE
Public Utility Commission**

Q. Please state your name and business address.

A. My name is John M. White and my business address is 435 Butler Street, Etna, Pennsylvania 15223.

Q. By whom are you employed and in what capacity?

A. I am the Traffic Manager of Tippins Machinery Co. and have been in my present position for approximately 9 years. In my capacity as Traffic Manager, I am totally familiar with the transportation requirements of my company. My responsibilities include the routing of both inbound and outbound freight to and from our various facilities.

Q. Are you authorized to appear and testify in this proceeding in support of the application of J. F. Lomma, Inc.?

A. Yes.

Q. Please describe the business of Tippins Machinery Co.

A. Tippins Machinery is a manufacturer and dealer of equipment utilized by metal processors, including members of the steel, aluminum, brass, titanium and copper industries. We presently utilize the services of approximately 150 employees at our three (3) Pennsylvania facilities.

Q. Please describe and identify the location of your Pennsylvania facilities.

A. We maintain our main business office and manufacturing plant at the Butler Street address shown above. We also have a 200,000 square foot warehouse situated at 59th & Butler Streets in Pittsburgh as well as a smaller, 78,000 square foot warehouse which is situated at 45th - 48th & Hatfield Streets, also in Pittsburgh.

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Q. Please the identify the commodities you ship to or receive from points in Pennsylvania.

A. The commodities which we ship and receive in Pennsylvania include metal rolling mill machinery and machinery parts, metal processing machinery, electrical motors and generators, electrical control equipment, construction equipment and construction materials. All of these products, with the exception of the electrical control equipment, require special handling or special equipment.

Q. Please indicate the volume of "heavy hauling" traffic shipped and received by Tippins Machinery.

A. Tippins generally ships and receives its products as a result of projects entered into by our customers. As a result, the volume of traffic shipped by us fluctuates significantly based upon our customer's needs. During the past year, we had approximately 12 "heavy hauling" shipments moving to Pennsylvania points. These shipments had an average weight of approximately 90,000 pounds, although some of our shipments can weigh as much as 160,000 pounds each.

Q. Identify the principal Pennsylvania origins and destinations of your "heavy hauling" shipments.

A. We have shipments moving from our Etna manufacturing facility to our two Pittsburgh warehouses, as well as occasional shipments moving between the warehouses. In addition, we have shipments moving from the warehouses to other Pennsylvania points such as Washington, Brackenridge, Pittsburgh and Philadelphia. These destinations are not meant to be totally inclusive of points to which we ship, but are merely representative of some of our more frequent shipping points.

Our equipment is sometimes returned to us by our customers for servicing or repairs. Consequently, each of our destinations can also serve as an origin for inbound shipments. In addition, we purchase used machinery from mills, and require inbound transportation services to handle these types of movements.

Q. Describe the type of special equipment required by Tippins Machinery.

A. In addition to having shipments which are extremely heavy, we also have occasional shipments of equipment that can reach 15 feet in height. We require the type of equipment that can properly transport these oversized loads over the highways. Tippins requires the availability of tri-axle, double-drop lowboy trailers.

Q. Please indicate the reasons Tippins Machinery is supporting the instant application.

A. The past year, during which we had twelve heavy hauling shipments moving to points in Pennsylvania, was a very "lean" year for our company. We thoroughly expect our business in Pennsylvania to improve, and would like to have Lomma's service available to handle the expected increase in traffic.

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Before The
PENNSYLVANIA PUBLIC UTILITY COMMISSION

APPLICATION OF : DOCKET NO.
J. F. LOMMA, INC. : A. 00105101

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SECRETARY'S OFFICE
Public Utility Commission

DOCKETED
SEP 10 1984

**PREPARED TESTIMONY OF
EDWARD HAYNOR
ERIE STRAYER COMPANY**

**DOCUMENT
FOLDER**

- Q. Please state your name and business address.**
- A. Edward Haynor, 1851 Rudolph Road, Erie, Pennsylvania 16512.**
- Q. By whom are you employed and in what capacity?**
- A. I am employed by Erie Strayer Company as Materials Manager. I have been associated with my company for seven years and have been in my present position for four years. My responsibilities involve planning for the availability of heavy hauling carrier service and choosing such carriers in connection with the movement of traffic to and from our facility.**
- Q. Are you authorized to appear in this proceeding and give testimony in support of the J. F. Lomma, Inc. application?**
- A. Yes.**
- Q. What is the business of Erie Strayer?**
- A. Erie Strayer is a fabricator of heavy construction equipment including concrete batching and mixing plants, material handling conveyors, and clamshell buckets. Our facility is located in Erie, Pennsylvania, and consists of 195 square feet of buildings over 1/3 of a mile long, including office space. We employ approximately 150 persons at our Erie facility and do approximately \$10 million of sales annually.**
- Q. Please identify the commodities you ship to points in Pennsylvania in the "heavy hauling" category -- requiring the use of rigging, special handling, or special equipment -- and the nature of the receivers of such shipments.**
- A. Primarily we ship concrete batching plants and material handling buckets to any site where a concrete batching plant is being constructed. As such, our destinations are unpredictable, with a concentration in more urban areas, particularly Harrisburg and Philadelphia.**

- Q. What is the average weight per shipment to the application area?**
- A. The average weight of our shipments is 35,000 to 40,000 pounds. Most of our outbound loads are overwide — usually 12 feet in width, which necessitates the use of a carrier with heavy hauling capability.
- Q. How much control does Erie Strayer maintain over the selection of the carrier for outbound traffic?**
- A. We select the carrier on 100% of our heavy hauling moves.
- Q. Please identify all commodities received from points in Pennsylvania in the "heavy hauling" category.**
- A. We receive steel shipments from Pittsburgh which almost always are in excess of 40,000 to 50,000 pounds. We occasionally control the selection of the carrier for such loads.
- Q. What is the approximate frequency of all heavy hauling traffic shipped outbound?**
- A. Approximately 10 to 15 heavy hauling loads per month outbound.
- Q. What is the average number of heavy hauling shipments per month outbound to points in Pennsylvania?**
- A. We average 2 to 3 heavy hauling loads to Pennsylvania in intrastate commerce per month.
- Q. Do you maintain a private fleet?**
- A. Yes — with a limited heavy hauling capacity. Our private fleet handles 10% of our total outbound heavy hauling traffic.
- Q. What is the reason or reasons for your support of this application?**
- A. Due to the limited number of heavy hauling carriers, we require another competitor in the market place which can offer competitive pricing and quality service. Because the possibility always exists that a carrier's special equipment is tied-up when we require service, an additional carrier capable of meeting our equipment needs would help us ensure dependable service.