

# TRISTATE

## TRISTATE HOUSEHOLD GOODS TARIFF CONFERENCE, INC.

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Monday-Friday  
8:30 A.M.—5:00 P.M.

KENNETH D. SATALOFF, EXECUTIVE SECRETARY

EMAIL: tristatetariff@gmail.com

March 10, 2014

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

Dear Secretary Chiavetta:

Enclosed herewith are three (3) copies of 3rd Revised Page 43-A to Tariff Freight Pa. P.U.C. No. 54, issued by Tristate Household Goods Tariff Conference, Inc., Agent under power of attorney, and sent to you for filing in compliance with the requirements of the Pennsylvania Public Utility Law.

Two(2) copies should be forward to Mr. Robert Bingham, Compliance Manager, Bureau of Technical Utility Services for their files with the remaining copy being used by the Secretary staff for information and scanning.

GENCO ENTERPRISE, LLC t/d/b/a TOWN & COUNTRY MOVING & AND STORAGE A-00123180

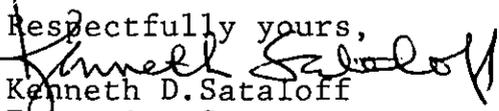
Applying for increases in hourly rates.

Inasmuch as applicant generated \$951,717 in calendar year 2013 from revenue generated within the Commonwealth of Pa. it didn't qualify for the exemption under Pa. Code, Title 52 Section 23.67.

Consequently attached are justification forms to support the proposed increase in hourly rates for shipments of household goods in use transported distances of forty (40) miles and less.

The proposed loose-leaf revision has been filed on sixty (60) day's notice with a tentative effective date of May 19, 2014, unless further suspended.

Please receipt and return the duplicate copy of this transmittal letter in the enclosed self-addressed and stamped envelope.

Respectfully yours,  
  
Kenneth D. Sataloff  
Executive Secretary  
KDS/mlm

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2014 MAR 12 AM 12:12  
PA. P.U.C.  
SECRETARY'S BUREAU

# TRISTATE HOUSEHOLD GOODS TARIFF CONFERENCE, INC.

3rd Revised Page 43-A cancels 2nd Revised Page 43-A

FREIGHT PA. P.U.C. NO. 54

▲◆ **GENCO ENTERPRISE, LLC t/d/b/a Town & Country Moving & Storage**  
Chester Springs, PA

Certificate No. A-00123180

In lieu of the applicable rates provided for in Tariff Freight Pa. P.U.C. No. 50 for the above carrier, the following rates shall apply for all shipments originating in Bucks, Chester, Delaware, Montgomery and Philadelphia Counties and transported distances of forty (40) miles and less.

### TRANSPORTATION RATE TABLE JJ - CLASS 1 SHIPMENTS (Item 5)

Subject to Notes AA, BB and CC, and 1 and 2 below, the transportation charges on any shipment shall be a COMBINATION of the applicable TRAVELING CHARGE named in Column 1 plus HOURLY CHARGE at applicable rates named in Columns 2, 3, and 4.

EQUIPMENT AND MEN	COLUMN 1	COLUMN 2	COLUMN 3	COLUMN 4
	TRAVELING CHARGES ANY DAY (Flat Charges in Dollars)	HOURLY RATES (In Dollars)		
		SUNDAYS AND HOLIDAYS (ANY HOUR)	OTHER THAN SATURDAYS, SUNDAYS AND HOLIDAYS 7:01 AM to 5:00 PM	SATURDAYS (ANY HOUR) WEEKDAYS 5:01 PM to 7:00 AM
VEHICLE and Driver ....	See Notes AA	112.00	75.00	93.50
Additional men; each .....	BB, and CC	74.00	37.00	55.50
SUPERVISORS; each ..	Below	78.00	39.00	58.50

NOTE 1 - MINIMUM TRANSPORTATION CHARGES: Sundays and Holidays: 8 hours at rates named in Columns 1 and 2.  
Saturdays (any hour) and Weekdays 5:01 PM to 7:00 AM: 4 hours at rates named in Columns 1 and 4.  
Weekdays 7:01AM to 5:00PM: 4 hours at rates named in Columns 1 and 3.

NOTE 2 - Rates in Column 4 apply only from 5:01PM to 12:00 Midnight on any day when a higher rate is shown for the following day.

NOTE AA - A flat charge based on one-half hour at the applicable transportation rates shown in Columns 2, 3, or 4 is applicable when distance from original point of origin to final destination is 10 miles or less.

NOTE BB - A flat charge based on one hour at the applicable transportation rates shown in Columns 2, 3 or 4 is applicable when distance from original point of origin to final point of destination is more than 10 miles but not exceeding 25 miles.

NOTE CC - A flat charge based on one and one-half hours at the applicable transportation rate shown in Columns 2, 3, or 4 is applicable when distance from original point of origin to final destination is more than 25 miles (to 40 miles inclusive).

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Abbreviations, Reference Marks and Symbols are explained on Page 4.

ISSUED: March 11, 2014

EFFECTIVE: May 19, 2014

Issued by: **KENNETH D. SATALOFF**, Executive Secretary P. O. Box 1385 Mt Laurel, NJ 08054-7385

**JUSTIFICATION STATEMENT FOR INCREASES BY COMMON CARRIERS OF PROPERTY**

(Complete a separate form for each tariff, supplement, or set of revised pages)

Genco Enterprise, LLC t/d/b/a

Carrier Name: Town & Country Moving & Storage Certificate No. A- 00123180

Carrier Address: 2145 Ticonderoga Blvd. Chester Springs, PA 19425

Freight Pa. P.U.C. No. \_\_\_\_\_ Supplement No. \_\_\_\_\_ to Freight Pa. P.U.C. No. \_\_\_\_\_

Revised Page No.(s) 3rd Revised Page 43-A to Freight Pa. P.U.C. No 54 (Tristate)

Issued Date: March 11, 2014 Effective Date: May 19, 2014

Designate Increase Applicable To This Filing	Percentage Of This Increase	Intrastate Increase In Revenue Dollars	*Percentage Of Total Intrastate Traffic Affected
<input type="checkbox"/> All Rates and Charges			
<input type="checkbox"/> Accessorial Charges			
<input type="checkbox"/> Rules			
<input checked="" type="checkbox"/> Hourly Rates	5.6%	\$53,296	100%
<input type="checkbox"/> Mileage Rates	(5.6% x \$951,717	equals \$53,296)	

\* Actual percentage must be shown. (Estimate if actual not available)

In accordance with Pa. Code, Title 52, Section 23.67, I certify my gross annual Pennsylvania Intrastate revenue was (amount) \$ \$951,717 for the calendar year ending 12-31- 13, operating ratio was 94.1% for the same period of time. If available, a more current 12-month period should be provided.

I certify for calendar year ending 12-31-\_\_\_\_\_ my gross annual Pennsylvania Intrastate revenue was less than \$200,000.00, and with operating ratio of no less than 93% before income taxes.

I certify for calendar year ending 12-31- 13 my total operating revenues amounted to \$ 1,051,840. I certify for calendar year ending 12-31- 13 my total operating expenses amount to \$ 990,152, or an operating ratio of 94.1%.

I certify that the information in support of the proposed increases in rates are true and correct to the best of my knowledge and belief.

*David Fusina*

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MOTOR CARRIER JUSTIFICATION FOR INCREASES  
IN RATES AND CHARGES FOR  
TRANSPORTATION OF PROPERTY

Genco Entérprise, LLC t/d/b/a Town

CARRIER NAME: & Country Moving & Storage A - 00123180

OPERATING INCOME STATEMENT

(A) - OPERATING REVENUES

	BASE YEAR ENDED 12-31-13	ADJUSTMENTS CLAIMED	PRIOR ADJUSTMENTS CLAIMED	PROJECTED YEAR ENDED
Interstate Oper. Rev.	\$100,123	\$ 5,000	<del>          </del>	\$105,123
Intrastate Oper. Rev.	\$951,717	\$53,296	<del>          </del>	\$1,005,013
TOTAL (A)	\$1,051,840	\$58,296	<del>          </del>	\$1,110,136

(B) - OPERATING EXPENSES

1. Equipment Maintenance & Garage Expense Total	\$ 85,519	\$ 10,001	<del>          </del>	\$95,520
2. Transportation Expense Total	339,636	\$20,003	<del>          </del>	\$359,639
3. Terminal or Station Expense Total	103,820	—	<del>          </del>	\$ 103,820
4. Traffic Solicitation or Sales, Tariffs & Advertising Expense Total	24,347	\$ 8,575	<del>          </del>	\$ 32,922
5. Insurance & Safety Expense Total	56,618	\$ 9,700	<del>          </del>	\$ 66,318
6. Administrative & General Expense Total	306,829	\$ 38,550	<del>          </del>	\$345,379
7. Operating Taxes & License Expense Total	228	—	<del>          </del>	228
8. Depreciation & Amortization Expense Total	73,154	—	<del>          </del>	\$ 73,154
9. (Gain) or Loss on Disposition of Operating Assets - Net Total	0	—	<del>          </del>	0
TOTAL (B)	\$990,152	\$86,829	<del>          </del>	\$1,076,980
NET OPERATING REVENUE (LOSS) (A) - (B)	61,688	\$ 28,530	<del>          </del>	\$33,156
OTHER INCOME			<del>          </del>	
OTHER INCOME DEDUCTIONS			<del>          </del>	
NET INCOME BEFORE INCOME TAXES			<del>          </del>	
TOTAL INCOME TAXES - STATE & FED.	24,675		<del>          </del>	
NET INCOME AFTER INCOME TAXES	37,013		<del>          </del>	
OPERATING RATIO BEFORE INCOME TAXES (B) - (A)	94.1%		<del>          </del>	97.0%

JUSTIFICATION STATEMENT FOR INCREASES BY COMMON CARRIERS OF PROPERTY

Carrier's Name Genco Enterprise LLC t/d/b/a Town & Country Moving & Storage  
Certificate Number A- 00123180

EXPLAIN BELOW THE REASON(S) FOR THIS PROPOSED INCREASE. CITE ANY UNUSUAL CIRCUMSTANCES.

Applicant is seeking an increase in its hourly rates for shipments of household goods in use transported distances of forty (40) miles or less.

The last increase in applicants hourly rates took effect March 2, 2009 shown on 14th Revised Page 74 to Tariff Freight Pa. P.U.C. No. 50 (50-T) issued by Tristate Household Goods Tariff Conference, Inc., Agent.

Applicant has decided to file this proposed increase in hourly rates as an exception versus a "county" rate. Remaining Tristate movers who participate in Transportation Rate Table JJ in Tariff 50 want to maintain the current level which is counter productive for your applicant.

The proposed increase amounts to \$53,296 determined by 5.6% increase times \$951,717. representing 100% of it Pa. revenues.

The primary justification for seeking an increase in its hourly rates include:

- (1) \$10,001 - More income continuing being used by older equipment causing breakdowns.
- (2) \$20,003 - Increase in wages for drivers and helpers.
- (4) \$8,575 - Website purchasing additional leads.
- (5) \$9,700 - W/C claims increasing
- (6) \$38,550 - Owner David Fusina working at the moving company and held another job as a business analyst for a large company that just terminated his position making it necessary with only income from the moving company to be increased to survive.

The project's operating ratio will climb from 94.1% to 97.0% as the as the applicant can only file for the increase at this level to avoid being non-competitive.