



NORTHAMPTON COUNTY MOTOR CLUB

HECKTOWN AND COUNTRY CLUB ROADS
P.O. BOX 284
EASTON, PENNSYLVANIA 18042



Approved Sales Agent
— Domestic and World-Wide —
Travel Agents

258-2371
Area Code 215

July 22, 1988

A. 108261

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

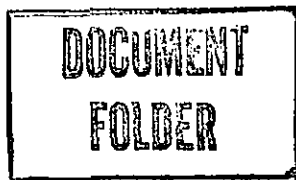
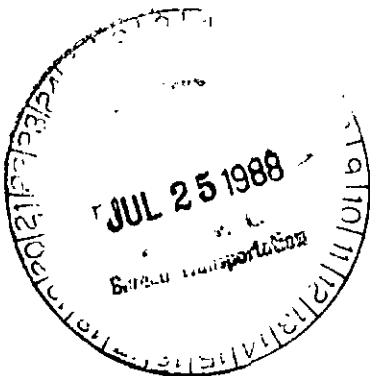
Dear Ms. Walkinshaw:

Enclosed you will find are application and the corrections you have pointed out to us. I hope we have made the right corrections and filled in all the sections. Thank you very much for your time with are application. If there are any other problems or questions please call or write me. Thank you again.

Sincerely,

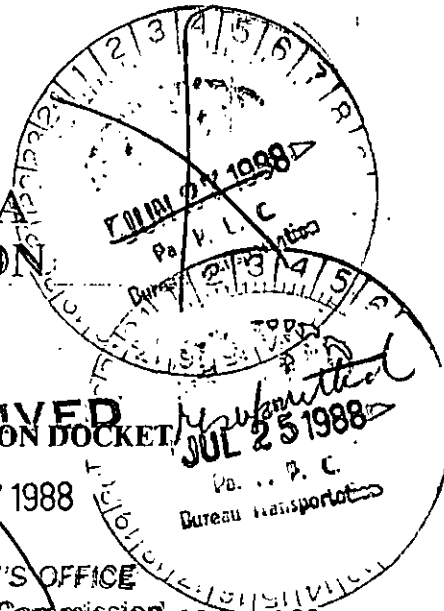
Lori J. Fehnel

Lori J. Fehnel
AAA Group Tours &
Domestic Travel



SEE INSTRUCTIONS ON BACK
BEFORE PREPARING APPLICATION

BEFORE THE PENNSYLVANIA
PUBLIC UTILITY COMMISSION



In re: Application of

for a Brokerage License under Section 806 of the
Pennsylvania Public Utility Law.

RECEIVED
APPLICATION DOCKET
JUL 25 1988

JUN 27 1988

SECRETARY'S OFFICE
No. Public Utility Commission 13 1988

Folder No. 108261

APPL.
COMPL.
MVIC.
CHECKED BY Jaw

TO THE PENNSYLVANIA PUBLIC UTILITY COMMISSION:

The application of Northampton County Motor Club - AAA
(Full and correct name of applicant)

respectfully represents:

1. That the business address of the applicant is:

3914 Hecktown Road
(Street and number)
Northampton
(County)

Easton,
(City)
Pennsylvania
(State)

2. That the name and address of applicant's attorney is:

NONE
(Name)

(Address)

3. The applicant designates Lori J. Fehnel

(Name)

3914 Hecktown Road, Easton, Penna. 18042
(Address), as the person upon whom service of any notice.

process or order of the Public Utility Commission may be made for him or it.

4. That applicant is Corporation

(Individual, partnership or corporation)

That applicant, if an individual or partnership, is doing business under the trade name of

The said trade name

(has or has not)

(has or has not)

DOCUMENT
FOLDER

DOCKETED
APPLICATION DOCKET
JUL 25 1988
ENTRY NO. Jaw

been registered with the Secretary of the Commonwealth on _____, 19____, and
(month and day)

with the Prothonotary of _____ County on _____, 19____,
(County) (month and day)

in accordance with the provisions of the Fictitious Act of June 28, 1917, as amended.

That applicant, if a partnership, attaches hereto, as an exhibit, a copy of the partnership agreement and asserts that the names and addresses of the partners are as follows:

Name	City Address	County

That applicant, if a corporation, was organized under the law of the State of Pennsylvania and attaches hereto as an exhibit a statement of its charter purpose. Applicant (if a foreign corporation) qualified to do business in Pennsylvania by registering in the office of the Secretary of the Commonwealth on the _____ day of _____, 19____.

5. That the applicant now holds the following certificates of public convenience or permits (include those issued by Interstate Commerce Commission): NONE

~~6.~~ That the brokerage operations conducted or proposed to be conducted by applicant are as follows:

To operate as a broker, for the transportation of persons, between points in the County of Northampton, and from points in said county, to points in Pennsylvania.

7. That the applicant is fit, willing and able properly to perform the brokerage services for which license is here applied and to conform to the lawful orders or regulations of this commission, and that the proposed service is consistent with the public interest for the following reasons:

See separate sheet for the answer to question no. 7

8. That in the execution of any contract, agreement or arrangement to sell, provide, procure, furnish or arrange for the transportation of property, subject to the Pennsylvania Public Utility Law, applicant will employ only those carriers by motor vehicle who have complied with the provisions of that law and have been issued certificates of public convenience to transport as common carriers or permits to transport as contract carriers and only such carriers as have, by virtue of such certificates or permits, the right to furnish the transportation.

WHEREFORE, The Applicant herein prays that the Commission issue to Applicant a Brokerage License to sell or offer to sell transportation subject to the Pennsylvania Public Utility Law, or to contract, agree, or arrange to provide, procure, furnish, or arrange for such transportation, or to hold himself or itself out, by advertisement, solicitation or otherwise, as one who sells, provides, procures, contracts or arranges for such transportation.

Dated this 23rd day of June, 19 88.

Applicant sign here Louis J. Lehmel

COMMONWEALTH OF PENNSYLVANIA

SS:

X COUNTY OF Northampton

Personally appeared before me, a _____ Notary in and for said County and

Commonwealth _____ who being duly sworn according to law doth depose and say that the facts as contained in the foregoing application are true and correct to the best of applicant's knowledge and belief.

Sworn and subscribed before me this

22 day of July, 19 88.

Mar M. O'Connell

(Signature of official authorized to administer oaths)

My Commission Expires
Nov. 27 1989
Lebanon, Northampton County, PA

INSTRUCTIONS FOR PREPARING PETITION

1. Self-explanatory.
2. It is not essential that an applicant be represented by an attorney.
3. Applicant, if an individual and if he so desires, may designate himself or any other competent person whose permanent residence is within the Commonwealth as the person upon whom service may be made.
4. If partnership agreement is verbal, attach a memorandum setting forth the terms thereof.
5. The number or numbers of any Public Service Commission, Pennsylvania Public Utility Commission, or Interstate Commerce Commission Certificate or Interstate Commerce Commission Contract Carrier Permit which are now held by the applicant must be inserted.
6. Furnish a complete and accurate statement of the methods used or proposed to be used in conducting the brokerage operations, including: (a) Commodities to be handled; methods of soliciting traffic; kind of carrier service sold, furnished, procured or arranged for, (common or contract); method of determining amount of compensation; degree of responsibility assumed by applicant for performance of the service; copies of shipping papers or other documents used or to be used in dealing with both shipper and carrier.
7. (a) Describe briefly experience of applicant in brokerage transportation business.
(b) A detailed statement of applicant's assets and liabilities on the date of the application.
(c) Amount and description of bond, insurance, or other security, if any, furnished by applicant to insure financial responsibility.
(d) Any other facts relevant to ability of applicant properly to perform service covered by the application.
8. Self-explanatory.

THREE COPIES OF THE APPLICATION, ONE SIGNED AT THE PLACE DESIGNATED, AND DULY VERIFIED BY AFFIDAVIT, MUST BE SENT TO THE PENNSYLVANIA PUBLIC UTILITY COMMISSION, HARRISBURG, PENNSYLVANIA, TOGETHER WITH A FILING FEE OF ONE HUNDRED TWENTY FIVE DOLLARS (\$125.00)

IF FEE IS PAID BY CHECK (CERTIFIED) OR POST OFFICE MONEY ORDER, MAKE SAME PAYABLE TO STATE TREASURER.

THE COMMISSION MAY CONSIDER ANY FALSE STATEMENT MADE IN THE APPLICATION AS SUFFICIENT REASON FOR REFUSING A LICENSE.



NORTHAMPTON COUNTY MOTOR CLUB

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—258-2371—
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May 11, 1988

Answer to Question #7

The Northampton County Motor Club is an affiliate of the American Automobile Association headquartered in Falls Church, Va. Our particular office was founded in 1912 and chartered May 27, 1918 as the Easton Motor Association and on June 26, 1931 such charter was duly amended to change name to Northampton County Motor Club. As of May 1st our membership was 33,586. We have 20 full time employees and 2 part time. We have 2500 square feet in our existing building and are putting on an addition of 6300 square feet. This addition to be completed before the end of this year. The club is governed by 9 Board of Directors. We operate an all inclusive travel agency -- namely AAA Worldwide Travel Agency. We feel a need for a broker's license because our members are asking for bus trips and we would like to accommodate them plus generating additional income for our agency. We feel we are qualified and in need of this type of operation inasmuch as our business covers all phases of travel.

Enclosed:

... Audited Financial Statement for 1987

Charter

In the name and by the authority of the Courts of Northampton County, and under the laws of the Commonwealth of Pennsylvania, it is hereby certified that a Charter of Incorporation has been granted under the date of May 27, 1918 to the

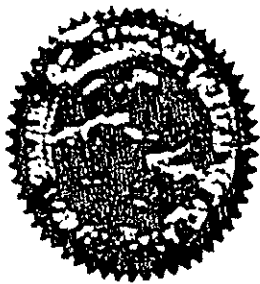
Easton Motor Association

And that said Charter was duly amended under the date of June 26, 1931, changing the name to the

Northampton County Motor Club

With principal headquarters at Easton, Pennsylvania, and that such Charters are duly recorded in the Office of the Recorder of Deeds of Northampton County.

Witness my hand and Seal of my office.



A. Sherman Schlabach
Prothonotary

LIST OF OFFICERS AND DIRECTORS OF NORTHAMPTON COUNTY MOTOR CLUB 1988

Robert V. Wilson, Pres. Emeritus
14 Longwood Circle, Hickory Hills
Bath, Pa. 18014

**Fla. Address:
Box 1075, Rt. #1
Oklawaha, Fla. 32679

James S. Garofalo, President
Mt. Bethel, PA. 18343 (R.D. #2, Box 2382)

James G. Dietrich, First Vice-President
405 E. Reservoir Ave.
Pen Argyl, Pa. 18072

Lester E. Fehnel, Treasurer
5693 Sullivan Trail
Nazareth, Penna. 18064

Edward M. Sloyer, Secretary
24 W. Centre St.
Nazareth, Penna. 18064

Earl E. Ackerman
6371 Sullivan Trail
Wind Gap, Penna. 18091

Charles J. Montague
2900 Stephens St.
Easton, Penna. 18042

Thomas P. Stitt, Esq., Second Vice President
Box 483
Easton, Penna. 18044-0483

Home Address:
3559 Chipman Rd.
Easton, Penna. 18042

Mary G. Cappadona, Exec. Vice-President
545 Moravian Ave., Apt. 7
Easton, Penna. 18042

COURT OF COMMON PLEAS) IN THE COURT OF COMMON PLEAS OF NORTHAMPTON COUNTY.

TO) IN RE: :

EASTON MOTOR ASSOCIATION) APPLICATION OF EASTON MOTOR :
TO) ASSOCIATION, FOR PERMISSION :
NORTHAMPTON COUNTY MOTOR CLUB.) TO CHANGE ITS NAME TO "NORTH- :
AMPTON COUNTY MOTOR CLUB." :

TO THE HONORABLE, THE JUDGES OF SAID COURT:-

THE PETITION OF THE EASTON MOTOR ASSOCIATION,

RESPECTIVELY REPRESENT:-

FIRST: THAT ON THE 27TH DAY OF MAY, 1916, YOUR PETITIONER WAS DULY INCORPORATED BY DECREE OF YOUR HONORABLE COURT, TO BE A CORPORATION OF THE FIRST CLASS, UNDER THE NAME OF THE "EASTON MOTOR ASSOCIATION."

SECOND: THAT THE PROCEEDINGS RELATIVE TO SAID INCORPORATION OF YOUR PETITIONER ARE DULY RECORDED IN THE OFFICE FOR THE RECORDING OF DEEDS OF NORTHAMPTON COUNTY, IN BOOK OF MISC. VOL. 62, PAGE 586.

THIRD: THAT YOUR PETITIONER IS A CORPORATION CREATED AND EXISTING UNDER THE ACT OF THE GENERAL ASSEMBLY OF THE COMMONWEALTH OF PENNSYLVANIA, ENTITLED, "AN ACT OF PROVIDE FOR THE INCORPORATION AND REGULATION OF CERTAIN CORPORATIONS," APPROVED THE 29TH DAY OF APRIL, A.D., 1874, AND THE SEVERAL SUPPLEMENTS THERETO.

FOURTH: THAT AT A REGULAR MEETING OF YOUR PETITIONER, HELD ON THE 14TH DAY OF JAN. 1930, IT WAS RESOLVED THAT THE NAME OF YOUR PETITIONER BE CHANGED TO "NORTHAMPTON COUNTY MOTOR CLUB."

FIFTH: THAT THE RESOLUTION TO CHANGE THE NAME OF YOUR PETITIONER WAS ADOPTED AT A REGULAR MEETING OF THE PETITIONER, AT WHICH A QUORUM WAS PRESENT AND ALL THE VOTES OF SUCH MEETING WERE CAST IN FAVOR OF THE RESOLUTION TO CHANGE THE NAME AS AFORESAID.

SIXTH: THAT THE NAME UNDER WHICH YOUR PETITIONER WAS ORIGINALLY INCORPORATED IS "EASTON MOTOR ASSOCIATION".

SEVENTH: THAT THE NAME WHICH YOUR PETITIONER DESIRES TO ADOPT IS "NORTHAMPTON COUNTY MOTOR CLUB."

EIGHTH: THAT DUE NOTICE OF THIS APPLICATION HAS BEEN GIVEN TO THE AUDITOR GENERAL OF PENNSYLVANIA, AT HARRISBURG, PENNA.

WHEREFORE, YOUR PETITIONER PRAYS YOUR HONORABLE COURT TO DECREE AND APPROVE THE CHANGE OF ITS NAME AS AFORESAID, IN ACCORDANCE WITH THE PROVISIONS OF THE ACT OF ASSEMBLY, APPROVED THE 20TH DAY OF APRIL, A.D., 1869, P.L. 82, AND THE SEVERAL SUPPLEMENTS THERETO.

AND IT WILL EVER PRAY, ETC.

EASTON MOTOR ASSOCIATION,

BY S. S. HORN; PRESIDENT.

ATTEST:

ROBERT G. ARNOLD, SECRETARY.

STATE OF PENNSYLVANIA,)

COUNTY OF NORTHAMPTON.)SS.

S. S. HORN, BEING DULY SWORN ACCORDING TO LAW, DOETH DEPOSE AND SAY THAT HE IS THE PRESIDENT OF THE PETITIONER WITHIN NAMED, AND BEING DULY AUTHORIZED THERETO, MAKES THIS AFFIDAVIT FOR AND IN ITS BEHALF, AND THAT THE FACTS SET FORTH IN THE FOREGOING PETITION ARE

TRUE AND CORRECT, AS HE VERILY BELIEVES.

SWORN TO AND SUBSCRIBED BEFORE ME THIS)
20TH DAY OF DECEMBER, A.D. 1930.)

S. S. HORN

ROBT. G. ARNOLD N.P. (SEAL)

COM. EXP. APRIL 1, 1931.

STATE OF PENNSYLVANIA)

COUNTY OF NORTHAMPTON)SS.

BE IT REMEMBERED THAT ON THIS 20TH DAY OF DECEMBER, A.D., 1930, BEFORE ME, THE SUBSCRIBER, A NOTARY PUBLIC IN AND FOR SAID COUNTY AND STATE, PERSONALLY APPEARED S. S. HORN, PRESIDENT OF THE WITHIN-NAMED CORPORATION, WHO, BEING DULY SWORN, DEPOSES AND SAYS THAT HE WAS PERSONALLY PRESENT AT THE EXECUTION OF THE FOREGOING PETITION, AND THAT THE ABOVE WRITTEN INSTRUMENT OR CERTIFICATE WAS DULY SIGNED, SEALED AND DELIVERED BY AND AS AND FOR THE ACT AND DEED OF THE SAID PETITIONER, FOR THE USES AND PURPOSES THEREIN MENTIONED, BY AUTHORITY AND DIRECTION OF THE PETITIONER, AT A REGULAR MEETING DULY HELD, AND THAT THE NAME OF THIS DEPONENT SUBSCRIBED TO THE SAID CERTIFICATE AS THE PRESIDENT OF THE SAID CORPORATION, IN ATTESTATION OF THE DUE EXECUTION AND DELIVERY OF THE SAID CERTIFICATE, IS OF THIS DEPONENT'S OWN PROPER HANDWRITING.

SWORN TO AND SUBSCRIBED)

S. S. HORN

BEFORE ME THE DAY AND YEAR)

ABOVE WRITTEN.)

ROBT. G. ARNOLD N.P. (SEAL)

COM. EXP. APRIL, 1, 1931

OFFICE OF THE SECRETARY OF THE COMMONWEALTH OF PENNSYLVANIA

HARRISBURG, DECEMBER 30, 1930

PENNSYLVANIA, SS.

I DO HEREBY CERTIFY, THAT THE NAME, TITLE OR DESIGNATION "NORTHAMPTON COUNTY MOTOR CLUB" WAS THIS DAY FILED AND RECORDED IN THIS OFFICE AS THE TITLE WHICH A PRESENTLY EXISTING CORPORATION OF THE FIRST CLASS PROPOSES TO ADOPT IN A CHANGE OF NAME PROCEEDING BEFORE THE PROPER COURT OF COMMON PLEAS OF THIS COMMONWEALTH; THAT THE REGISTRATION IS BEING MADE IN ACCORDANCE WITH THE PROVISIONS OF THE ACT ENTITLED "AN ACT TO PROVIDE FOR THE REGISTRATION AND PROTECTION OF NAMES, TITLES OR DESIGNATIONS OF ASSOCIATIONS, SOCIETIES, ORDERS, FOUNDATIONS, FEDERATIONS, ORGANIZATIONS AND CORPORATIONS OF THE FIRST CLASS," APPROVED MAY 16TH, 1923, AND THAT A SEARCH OF THE RECORDS OF THIS OFFICE FAILS TO DISCLOSE ANY CONFLICT BETWEEN THE AFORESAID TITLE AND ANY OTHER NAME, TITLE OR DESIGNATION HERETOFORE REGISTERED UNDER THE PROVISIONS OF THE SAID ACT.

IN TESTIMONY WHEREOF, I HAVE HEREUNTO SET MY HAND AND CAUSED THE SEAL OF THE SECRETARY'S OFFICE TO BE AFFIXED, THE DAY AND YEAR ABOVE WRITTEN.

(STATE SEAL)

GEO. D. THORN; DEPUTY SECRETARY OF THE COMMONWEALTH

DECREE OF COURT.

AND NOW, THIS 29TH DAY OF DECEMBER, A.D., 1930, THE FOREGOING PETITION HAVING BEEN PRESENTED AND CONSIDERED, ON MOTION OF HERBERT F. LAUB, ESQUIRE, COUNSEL FOR THE PETITIONER, IT IS ORDERED THAT THIS PETITION BE FILED IN THE PROTHONOTARY'S OFFICE, AND THAT PRESENTATION OF SAME BE MADE TO THIS COURT FOR FINAL ACTION THEREON ON THE 26TH DAY OF JAN. 1931; ADVERTISEMENT ACCORDING TO LAW TO BE MADE PREVIOUS TO SUCH PRESENTATION.

IN THE COURT OF COMMON PLEAS OF NORTHAMPTON COUNTY.

IN RE:)
APPLICATION OF EASTON MOTOR)
ASSOCIATION, FOR PERMISSION TO)
CHANGE ITS NAME TO "NORTHAMPTON)
COUNTY MOTOR CLUB.")

FINAL DECREE.

AND NOW, THIS 26TH DAY OF JANUARY, 1931, IT APPEARING THAT PUBLICATION OF THE APPLICATION TO CHANGE THE NAME OF THE "EASTON MOTOR ASSOCIATION" TO THE "NORTHAMPTON COUNTY MOTOR CLUB", HAS BEEN MADE AS REQUIRED BY LAW, AND THAT THE PETITION FOR SUCH APPLICATION HAS BEEN ON FILE IN THE PROTHONOTARY'S OFFICE DURING THE PERIOD OF SUCH ADVERTISEMENT AND THAT NO OBJECTIONS AGAINST SUCH CHANGE IN NAME HAVE BEEN FILED IN SAID OFFICE, OR WITH THIS COURT, AND THAT THE CERTIFICATE OF THE SECRETARY OF THE COMMONWEALTH OF PENNSYLVANIA, GRANTING PERMISSION TO USE THE NAME OF THE "NORTHAMPTON COUNTY MOTOR CLUB," IS HERETO ATTACHED, NOW, THEREFORE, ON MOTION OF HERBERT F. LAUB, ESQUIRE, COUNSEL FOR THE PETITIONER, IT IS ORDERED AND DECREED THAT THE NAME OF THE "EASTON MOTOR ASSOCIATION," IS HEREBY CHANGED TO THAT OF THE "NORTHAMPTON COUNTY MOTOR CLUB"; THE PROTHONOTARY IS DIRECTED TO CERTIFY THE PETITION, THE PRELIMINARY ORDER AS MADE UPON ITS PRESENTATION, AND THIS ORDER, TO THE RECORDER OF DEEDS, FOR RECORDING ACCORDING TO LAW.

BY THE COURT,

WM. M. MC'KEEN, J.

ENTERED JAN. 31, 1931.

C. MINER DODSON, ET AL) WHEREAS, A DEED OF TRUST WAS ENTERED INTO ON THE 9TH DAY OF
TO) NOVEMBER, 1925, BETWEEN C. MINER DODSON AND LOUISE L. DODSON
CLINTON B. JACOBY.) OF THE CITY OF BETHLEHEM, PENNSYLVANIA, PARTIES OF THE FIRST
PART, AND CLINTON B. JACOBY OF THE SAME PLACE, PARTY OF THE SECOND PART, WHEREIN THE SAID
C. MINER DODSON AND LOUISE L. DODSON GRANTED, BARGAINED, SOLD, ALIENED, ENFEOFFED, RELEASED
AND CONFIRMED UNTO THE SAID CLINTON B. JACOBY A CERTAIN LOT OR PIECE OF LAND SITUATED IN
THE TOWNSHIP OF BETHLEHEM, NORTHAMPTON COUNTY, PENNSYLVANIA, IN TRUST FOR THE SOLE AND
SEPARATE USE OF LOUISE L. DODSON FOR AND DURING HER NATURAL LIFE, AND SO LONG AS SHE LIVES,
AND SUCH PERSON AS SHE SHALL APPOINT TO TAKE AND RECEIVE THE ISSUES, RENTS AND PROFITS
THEREOF, AND FROM AND AFTER THE DECEASE OF THE SAID LOUISE L. DODSON, THEN THE SAID TRUSTEE
SHALL GRANT AND CONVEY, BY PROPER ASSURANCE OF TITLE, THE SAID PIECE OR PARCEL OF LAND SO
HELD IN TRUST UNTO MARGARET DODSON, THE DAUGHTER OF C. MINER DODSON AND LOUISE L. DODSON,
HER HEIRS AND ASSIGNS, PROVIDED, NEVERTHELESS, THAT IF AFTER THE SAID MARGARET DODSON
SHALL ARRIVE AT THE AGE OF TWENTY-ONE YEARS THE SAID LOUISE L. DODSON AND MARGARET DODSON
SHALL REQUEST IN WRITING THE SAID TRUSTEE TO SELL AND CONVEY THE SAID PIECE OR PARCEL OF
LAND, THAT THEN, IN SUCH EVENT OF SAID TRUSTEE IS AUTHORIZED AND DIRECTED TO SELL AND CON-
VEY THE SAME AND TO GIVE GOOD AND SUFFICIENT ASSURANCE OF TITLE TO THE PURCHASER THEREOF;

State of Pennsylvania }
County of Northampton }

I, Shirley E. Meixsell, Recorder of Deeds, in and for said County, do hereby certify that the attached is a true and correct Copy of the Court Order as recorded in Misc. Book Vol. 84 Page 418 so full and entire as the same remains of Record in said Office.

In Testimony Whereof, I have hereunto set my hand and affixed the seal of said Office at Easton, this 8th day of July A. D. 1988

Shirley E Meixsell
Recorder

SEAL

By _____
Deputy

CERTIFIED COPY

OF

Court Order

FROM

Easton Motor Association

TO

Northampton County Motor Club

OFFICE OF THE

RECORDER OF DEEDS

OF

NORTHAMPTON COUNTY, PA.

a Lunch Wagon by the party of the first part to the party of the second part for the sum of thirty five Hundred dollars, Deponent further stays that there is due under said agreement the sum of Twenty Eight Hundred dollars, besides interest from the twentieth day of May, 1918.

Subscribed and sworn to before me this 13th day of May, 1918) Jeremiah O'Mahony,
Rose M. Luceno N. P. (seal)
of N. J.

STATE OF NEW JERSEY)

COUNTY OF HUDSON) SS.

JOHN KURTZ, being duly sworn according to law deposes and says that he is the party of The second part in the foregoing agreement named, that the consideration of said agreement is as follows, viz; sale of a Lunch Wagon by the party of the first part, to the party of the second part, for the sum of Thirty Five hundred dollars.

Deponent further stays that here is due under said agreement The sum of Twenty Eight Hundred dollars, besides interest from the 20th day of May, A. D. 1918.

Subscribed and sworn to before me this 13th day of May A. D. 1918. John Kurtz.

ROSE M. LUCENO N. P. (SEAL) OF N. J.)

Entered May 18th, 1918.

COMMONWEALTH OF PENNSYLVANIA) IN THE COURT OF Common Pleas of Northampton County,

TO) In re. Application for Charter of Incorporation of
EASTON MOTOR ASSOCIATION) The Easton Motor Association,

To the Honorable, the Judges of said Court;

Be it known that the Subscribers having associated themselves together for the purposes and upon the terms and by the name herein Stated and being desirous of becoming incorporated agreeably to the provisions of the Act of General Assembly of the Commonwealth of Pennsylvania, entitled an Act to provide for the incorporation and regulation of certain corporations approved the 29th day of April in the year of our Lord one thousand eight hundred and seventy four, and the Several Supplements thereto, do hereby declare, set forth and certify the following to be the purposes, objects, articles and conditions of their said association, for and upon which they desire to be incorporated.

FIRST, The name of the corporation shall be The Easton Motor Association.

SECOND: the purposes for which this corporation is formed are to provide for the well-fare of owners and users of motor vehicles; to secure enactment of rational legislation and the formulation of proper rules and regulations governing the use of motor vehicles and The proper administration and observance of the same; to protect owners and users of motor vehicles against unjust or unreasonable legislation And to maintain their lawful rights, and privileges, to promote and encourage in all ways the construction and maintenance of good roads; The improvement of existing highways, the erection of legible, warning signs and directions; the issuing of touring information, maps, etc., and in every way to advance The Best interests of owners and users of motor vehicles.

THIRD, the membership of the corporation shall be limited to persons owning or who have owned motor vehicles.

Fourth, No gambling will be permitted nor shall intoxicating liquors be Dispensed upon The premises occupied by The Easton Motor Association either as a means of increasing its resources of income, or in evasion of the liquor laws of Penna.

FIFTH, The place where the business of the corporation is to be transacted is the City

Easton, Pennsylvania,

Sixth, the corporation shall have perpetual existence by and under its corporate name.

SEVENTH, the names and residences of the subscribers are as follows:

NAME RESIDENCE

Dr. Victor Messinger Easton, Pa.

Ward Raymond

H. J. Haytock

Dr. W. Gilbert Tillman

Edward G. Aicher

EIGHTH, The corporation is to be managed by a Board of trustees consisting of nine (9) members all of whom are citizens of the United States and residents of Pennsylvania.

The names and addresses of those chosen for the first year are as follows:

NAME RESIDENCE

Dr. Victor S. Messinger Easton, Pa.

Dr. W. G. Tillman Easton, Pa.

Edward G. Aicher Easton, Pa.

Prof. Edward Hart, Easton, Pa.

Ward Raymond Easton, Pa.

F. O. Jarck Easton Pa.

H. J. Haytock Easton, Pa.

O. A. Everhart Easton, Pa.

P. H. Messinger, Easton, Pa.

NINTH, the yearly income of the corporation will not exceed the sum of Ten Thousand Dollars, (\$10,000)

Tenth, the Corporation has no capital stock. The Business of The Easton Motor Association shall be carried on for mutual benefits to its members and the Community as a whole and not for profit.

It will be maintained by membership dues which shall be Two Dollars (\$2.00) for the current year and dues from members will be assessed in such amounts and at such times and periods as the corporation by its By Laws may fix and determine which dues and assessments will be applied to the promotion of the purposes for which the corporation is formed.

WITNESS our hands and seals this twenty Sixth day of March, A. D. 1918.

VICTOR C. MESSINGER (SEAL)

WARD RAYMOND (SEAL)

H. J. HAYTOCK (SEAL)

W. GILBERT TILLMAN (SEAL)

EDWARD G. AICHER (SEAL)

STATE OF PENNSYLVANIA) SS.
COUNTY OF NORTHAMPTON)

Before me, the subscriber, a notary public in and for said County of Northampton, personally appeared 1, Dr. Victor Messinger, 2, Ward Raymond, 3, J. H. Haytock, 4, Dr. W. Gilbert Tillman, and 5, Edward G. Aicher, all of whom subscribed the foregoing articles of incorporation, and in due form of law, acknowledged the same to be their act and deed, as well as the act and deed of their associate subscribers, according to the act of Assembly in such cases made and provided.

IN WITNESS WHEREOF I have hereunto set my hand and affixed my official seal the 26th day of March, A. D. 1918.

GEO. W. LENNOX M. P. (SEAL)

Easton, Pa., Commission expires end of Next session of Senate.

DECREE OF COURT

acknowledged as required by law, and the same having been duly presented to me, the undersigned, a law judge in and for the said County, accompanied by proof of publication in due form, of the notice of this application, its time and place, I do certify that I have perused and examined said instrument and that I find it in proper form and within the purposes named and authorized by law and that the same appears to be lawful and not injurious to the community.

IT IS therefore, now ordered and decreed, that the said charter be, and the same hereby is approved, and that upon the recording thereof and this order, the subscribers thereto, and their associates shall be a corporation for the purposes and upon the terms thereinset forth, by the name therein given.

R. C. STEWART P. J.

IN THE COURT OF COMMON PLEAS OF NORTHAMPTON COUNTY.

In re,

Easton Motor Association)

vs.)

No. April Term, 1918.

Application for Charter)

Court Minutes.

Now April 1st, A. D. 1918, on motion the Court appoint J. E. James, Jr, Esq., Master in the above stated case.

From the Record,

Thomas A. L. Hay, Proth.

STATE OF PENNSYLVANIA)

SS.

COUNTY OF NORTHAMPTON)

R. E. James, Jr. Esq., being duly sworn, says that he will perform the duties of Master in the above case with fidelity.

Subscribed and sworn to before me this 1st day of April.)

R. E. JAMES Jr.

A. D. 1918.

Thomas A. L. Hay, Proth.)

IN THE COURT OF COMMON PLEAS OF NORTHAMPTON COUNTY.

In Re

Application for Charter for the Easton Motor Association) Term, 1918. Court Minutes.

Now, April first A. D. 1918, on motion the Court appoint R. E. James Es., Master in the above state case to take testimony and report whether the purposes of the proposed corporation appear to be lawful and not injurious to the community.

FROM THE RECORD,

Proth.

STATE OF PENNSYLVANIA)

SS.

COUNTY OF NORTHAMPTON)

R. E. James, Esq., being duly sworn, says that he will perform the duties of Master in the above case with fidelity.

R. E. JAMES, Jr.,

Subscribed and sworn to before me this 1st day of April A. D. 1918.

THOMAS A. L. HAY Proth.

Notice of Application for Charter,

Notice is hereby given that an application will be made to the Court of Common Pleas of Northampton County on the first day of April, A. D. 1918, at 9:30 o'clock A. M. under the provisions of The corporation Act of 1874, and its supplements thereto, for a charter for an intended corporation to be called the Easton Motor Association, the character and object of which are to promote the welfare of the owners and users of motor vehicles, and secure the enactment of proper legislation and the formulation

of proper rules and regulations governing the use of motor vehicles and the proper administration and observance of the same; to protect owners and users of motor vehicles against unjust or unreasonable legislation and to maintain their lawful rights and privileges, to promote and encourage in all ways the construction and maintenance of good roads, the improvement of existing highways, the erection of legible warning and direction signs, the issuing of touring information, maps, etc.; and in every way to advance the best interest of owners and users of motor vehicles and enjoy all the rights, ~~max~~ benefits and privileges conferred by the said Act of Assembly and the Supplements thereto.

HARRY A. HILLYER
DANIEL E. STECKEL, solicitors.

NORTHAMPTON County, ss

On the first day of April, A. D. 1918, before me, the subscriber, personally appeared Ethel M. Schuessler, ast Editor of the Northampton County Reporter, a newspapers of general circulatio , published in the County of northampton and being by me duly sworn according to law, dsays that he above notice was published in The Northampton County reporter on the 1st, 8th, 15th, and 22nd day of March, 1918.

Sworn to and subscribed before me this first day of April, a. D. 1918) Ethel M. Schuessler,
Geo. W. Lennox N. P. (seal)

Easton, Pa., Commission expires end of next Session of Senate.

NOTICE OF APPLICATION FOR CHARTER.

Notice is hereby given that an application will be made to the Court of Common Pleas of Northampton County on the First day of April A. D. 1918, at 9:30 O'Clock A. M. under the provisions of the corporation Act of 1874, and its supplements , for a charter for an intended corporation to be called the Easton Motor Association, the Charter and object of which are to promote the welfare of owners and users of motor vehicles to secure the enactment of rational legislation and the formulation of proper rules and regulations governing the use of motor vehicles and the proper administration and observance of the Same, to protect against unjust or unreasonable legislation and to maintain their lawful rights and privileges , to promote and encourage in all ways the construction and maintenance of good roads, the improvement of existing highways, the erection legible warning and direction signs, the issuing of touring information , maps, etc., and ^{to} in every way advance the best interest of owners and users of motor vehicles, and for said purposes to have, possess and enjoy all the rights, benefit and privileges conferred by the said Act of Assembly and the supplements thereto.

HARRY A. HILYER
DANIEL E. STECKEL, solitors.

NORTHAMPTON COUNTY, SS

On the first day of April, A. D. 1918, before me, the subscriber, personally appeared John F. Hess, of the Easton Free Press a Newspaper of general circulation, published in the County of Northampton, and being by me due sworn according to law, says that the above notice was published on the Feb 22, Mar 1/8.

Sworn to and subscribed before me this first) John F. Hess
day of April, A. D. 1918.

GEO. W. LENNOX N. P (SEAL)

Easton, Pa., Commission expires at the End of next Session of Senate.

STATE OF PENNSYLVANIA) SS.
COUNTY OF NORTHAMPTON)

Daniel E. Steckel, being duly Sworn according to law, deposes and Says that he is one of the Solitors of the

proposed corporation called the Easton Motor Association, and that the application for a charter of incorporation was on file in the prothonotary's office for five days immediately preceding the presentation of the application to the Court.

Sworn to and subscribed before me this first of April, A. D. 1918(Daniel E. Steckel
Geo. W. LEnnox M. P. (seal):

Easton, Pa., Commission expires at end of next session of Senate.

Entered May 28th, 1918.

CERTIFICATE OF INCORPORATION OF BETHLEHEM TOBACCO CO. Inc.

TO THE GOVERNOR OF THE COMMONWEALTH OF PENNSYLVANIA,

Sir;

In compliance with the Requirements of an Act of the General Assembly of the Commonwealth of Pennsylvania, entitled An act to provide for the incorporation and regulation of certain corporations", approved the 29th day of April, A. D. 1874, and the several Supplements thereof, the undersigned, one of whom is a citizen of Pa., having associated themselves together for the purpose Hereinafter specified, and desiring that they may be incorporated, and that letters patent may issue to them, and their successors according to law, do hereby certify

1st, the Name of the proposed corporation is Bethlehem Tobacco Company, Inc.

2nd, said corporation is formed for the purpose of buying, selling, vending, or dealing in tobaccos, cigars, cigarettes and confectionery at Wholesale.

3d, The business of said corporation is to be transacted in City of Bethlehem, Northampton County, Pennsylvania.

4th, Said corporation is to exist perpetually.

5th, the Names and residences of the Subscribers and the number of shares subscribed by each are as follows.

Name Residence No. of shares.

Romillos Jeannides Bethlehem, Pa., 20

Spiros Dendrakis Bethlehem, Pa., 20

Peter States Bethlehem, Pa., 20

Napoleon Calas Bethlehem, Pa., 4

George Baganakis Bethlehem Pa 2

Ernest Costas Bethlehem, Pa., 2

6th The number of directors of Said corporation is fixed at five and the names and residences of The directors who are chosen directors for the first year as follows,

Name Residence.

Romillos Jeannides Bethlehem, Pa.,

Spiros Denkrakis Bethlehem Pa.,

peter States Bethlehem, Pa.,

Napoleon Calas Bethlehem, Pa.,

George Baganakis Bethlehem, Pa.,

7th The amount of the capital stock of said corporation is \$10,000.00 divided into 200 shares of the par value of \$50.00 and \$1,000 being ten per centum of The capital stock, has been paid in cash to the Treasurer of Said corporation, whose name and

State of Pennsylvania } ss
 County of Northampton }

I, Shirley E. Meixsell, Recorder of Deeds, in and

for said County, do hereby certify that the attached is a true and correct Copy of the Court Order as recorded in
Misc. Book Vol. 62 Page 586 so full and entire as the same remains of
 Record in said Office.

In Testimony Whereof, I have hereunto set my hand and affixed the seal of said Office at Easton,

this 8th day of July A. D. 1988

Shirley E Meixsell
 Recorder

SEAL

By _____ Deputy

CERTIFIED COPY of Court Order	FROM Commonwealth of Pennsylvania TO Easton Motor Association	OFFICE OF THE RECORDER OF DEEDS OF NORTHAMPTON COUNTY, PA.
--	--	---

IN THE COURT OF COMMON PLEAS OF NORTHAMPTON COUNTY

IN RE:) 4 May Term, 1966
NORTHAMPTON COUNTY MOTOR CLUB) COURT MINUTES

PRELIMINARY ORDER OF COURT

AND NOW, to wit, this 25th day of May, 1966,
the Court sets the 1st day of June, 1966, at 9:30 A.M.
in Court Room No. 1, Northampton County Court House, Easton,
Pennsylvania, as the hearing date on the Petition of the
Northampton County Motor Club to amend its Charter.

William J. Bortz

JUN 2 11 25 AM 1966
RECORDER OF DEEDS OFFICE
NORTHAMPTON COUNTY, PENNA.

ENTERED

SP

IN THE COURT OF COMMON PLEAS OF NORTHAMPTON COUNTY

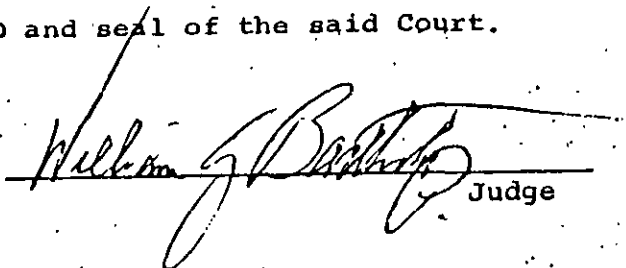
IN RE:) Term, 1966
NORTHAMPTON COUNTY MOTOR CLUB) COURT MINUTES

DECREE OF COURT
AMENDING ARTICLES OF INCORPORATION

AND NOW, this 25th day of May, A. D. 1966,
an application for the amendment of its charter and the
Articles of Amendment of the Northampton County Motor Club
under the "nonprofit Corporation Law" approved May 5, 1933,
as amended, having been presented for approval to me, a
law judge of the said County, accompanied by proof of the
publication of notice of said application and a certified
copy of the resolution authorizing the proposed amendments,
I do hereby certify that I have perused and examined the
said instruments and that I find them to be in the proper
form within the provisions and requirements of the Act of
the General Assembly of the Commonwealth of Pennsylvania,
known as the "Nonprofit Corporation Law" approved May 5,
1933, as amended, and that the proposed amendments appear
to be lawful and that they will be beneficial and not in-
jurious to the community. It is therefore ordered and

decreed that the Articles of Amendment of the Northampton County Motor Club be and the same are hereby approved, and upon the recording of the said Articles of Amendment and this decree, the amendments specified in the Articles of Amendment shall become part of the original Articles of Incorporation and of the original charter.

WITNESS MY HAND and seal of the said Court.


Judge

RECORDED in the Office for the Recording of Deeds
for the County of Northampton in Charter Book No.

Page

Recorder of Deeds

IN THE COURT OF COMMON PLEAS OF NORTHAMPTON COUNTY

IN RE:) Term, 1966
NORTHAMPTON COUNTY MOTOR CLUB) COURT MINUTES

PETITION TO AMEND

TO THE HONORABLE, THE JUDGES OF THE SAID COURT:

The Petition of the Northampton County Motor Club,
by its duly authorized officer, respectfully represents:

1. That the Articles of Amendment of the Northampton County Motor Club filed in the Office of the Prothonotary are submitted herewith.
2. That by Decree of Court, entered January 26, 1931, the name of your Petitioner was changed from "Easton Motor Association" to "Northampton County Motor Club."
3. That at a meeting held on the 16th day of May, 1966, at the Easton Motor Hotel, Easton, Northampton County, Pennsylvania, the following resolution was adopted:

RESOLVED, that the Charter of the Northampton County Motor Club be amended in Chapter I, Section 2, to include the following specific powers:

- (f) To own and operate an insurance agency;
- (g) To maintain and operate a travel bureau.

FURTHER RESOLVED, that the officers of this corporation be hereby authorized and directed to cause all necessary documents to effectuate the same to be executed and filed in the office of the Prothonotary of Northampton County.

4. Due notice to the membership that the above resolution would be acted upon at its annual meeting to be held on May 16, 1966, at the Easton Motor Hotel, Easton, Northampton County, Pennsylvania, was given to all of the members of the Club by publication in the Northampton County Motorist in the April and May, 1966, issues. Copy of each issue of said publication is attached hereto and made a part hereof. The above publication is mailed monthly to all of the members of the Northampton County Motor Club.

5. That the said corporation advertised its intention to make this application for amendment to charter in accordance with the provisions of the Non-Profit Corporation Law of 1933, and proof of said advertisement is attached hereto and made a part of this petition.

6. That the Articles of Amendment of the Northampton County Motor Club filed in the Office of the Prothonotary on the 25th day of May, 1966, are submitted herewith.

WHEREFORE, Petitioner prays your Honorable Court

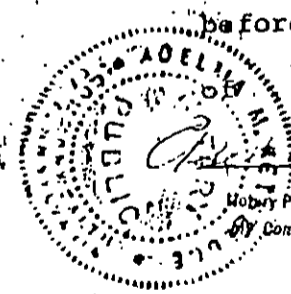
to enter a decree approving the Articles of Amendment of
the Northampton County Motor Club.

Clark P. Smith
Clark P. Smith, President

STATE OF PENNSYLVANIA)
) SS:
COUNTY OF NORTHAMPTON)

CLARK P. SMITH, being duly sworn according to
law, deposes and says that he is President of the above
corporation and that he is authorized to file the within
Petition and that the facts set forth therein are true and
correct.

SWORN TO and subscribed)
before me this 3rd day)
May, 1966.)
Robert H. Ketchledge)
Notary Public, Easton, Northampton County
My Commission Expires June 25, 1969




Clark P. Smith
Clark P. Smith

IN THE COURT OF COMMON PLEAS OF NORTHAMPTON COUNTY

IN RE:) Term, 1966
NORTHAMPTON COUNTY MOTOR CLUB) Court Minutes

The undersigned, on behalf of the Police Department of the City of Easton, Northampton County, Pennsylvania, has no objections to the granting of the proposed amendments to its charter.



Chief of Police

IN THE COURT OF COMMON PLEAS OF NORTHAMPTON COUNTY

IN RE:)

Term, 1966

NORTHAMPTON COUNTY MOTOR CLUB)

Court Minutes

The undersigned, on behalf of the Office of the District Attorney of Northampton County, has no objections to the granting of the proposed amendments to its charter.

Bernard V. O'Hare, Jr.
Bernard V. O'Hare, Jr.

The Undersigned, President of the Northampton County Motor Club, hereby certifies that the following is a true and correct copy of Resolution duly adopted at the annual meeting of the Northampton County Motor Club held on the 16th day of May, 1966, at the Easton Motor Hotel, Easton, Northampton County, Pennsylvania, pursuant to notice.

RESOLVED, that the Charter of the Northampton County Motor Club be amended in Chapter I, Section 2, to include the following specific powers:

- (f) To own and operate an insurance agency;
- (g) To maintain and operate a travel bureau.

FURTHER RESOLVED, that the officers of this corporation be hereby authorized and directed to cause all necessary documents to effectuate the same to be executed and filed in the Office of the Prothonotary of Northampton County.


Clark P. Smith, President

IN THE COURT OF COMMON PLEAS OF NORTHAMPTON COUNTY

IN RE:) *4 May* Term, 1966
NORTHAMPTON COUNTY MOTOR CLUB) COURT MINUTES

ARTICLES OF AMENDMENT

In compliance with the requirements of Article VII of the Act of the General Assembly of the Commonwealth of Pennsylvania known as the "Nonprofit Corporation Law" approved May 5, 1933, as amended, providing for amendments to the Articles of Incorporation of nonprofit corporations, the Northampton County Motor Club hereby certifies under its corporate seal:

1. That its name is NORTHAMPTON COUNTY MOTOR CLUB and that its registered Office is located at Hotel Easton Building, 134 Northampton Street, Easton, Pennsylvania.

2. That it is a corporation incorporated and existing under the Act of the General Assembly of the Commonwealth of Pennsylvania entitled "An Act to Provide for the Incorporation and Regulation of Certain Corporations" approved the 29th day of April, A. D. 1874, and the several supplements thereto; that the decree of incorporation was entered by the Court of Common

Pleas of Northampton County on the 27th day of May, 1918, and that its original Articles of Incorporation and said decree were recorded in the Office for the Recording of Deeds for the County of Northampton in Book of Miscellanies No. 62, at Page 586.

3. (a) That a meeting of the members of the Northampton County Motor Club to take action upon the proposed amendment was held on the 16th day of May, 1966, at the Easton Motor Hotel, Easton, Northampton County, Pennsylvania, pursuant to notice,

(b) That at the time of the meeting of the members on the 16th day of May, 1966, one hundred seventeen (117) members were entitled to vote on the proposed amendment and that one hundred thirteen (113) members voted in favor of the adoption of the resolution authorizing the application to the Court for the amendment to its Articles of Incorporation,

4. That the following resolution was adopted by at least a majority of the members entitled to vote thereon:

RESOLVED, that the Charter of the Northampton County Motor Club be amended in Chapter I, Section 2, to include the following specific powers:

- (f) To own and operate an insurance agency;
- (g) To maintain and operate a travel bureau,

FURTHER RESOLVED, that the officers of this corporation be hereby authorized and directed to cause all necessary documents to effectuate the same to be executed and filed in the Office of the Prothonotary of Northampton County.

IN TESTIMONY WHEREOF, the NORTHAMPTON COUNTY MOTOR CLUB has caused these Articles of Amendment to be signed by its President and its corporate seal, duly attested by its Secretary, to be hereunto affixed this *23* day of *May*, 1966.

NORTHAMPTON COUNTY MOTOR CLUB

By *Jack O. [Signature]*

President

ATTEST:

James K. [Signature]
Secretary

State of Pennsylvania }
County of Northampton } ss

I, Shirley E. Meixsell, Recorder of Deeds, in and for said County, do hereby certify that the attached is a true and correct Copy of the Court Order as recorded in Misc. Book Vol. 160 Page 330 so full and entire as the same remains of Record in said Office.

In Testimony Whereof, I have hereunto set my hand and affixed the seal of said Office at Easton,

this 8th day of July A. D. 1988

Shirley E Meixsell
Recorder

SEAL

By _____
Deputy

CERTIFIED COPY

of
Court Order

FROM

Northampton County Motor
Club

TO

OFFICE OF THE
RECORDER OF DEEDS
OF
NORTHAMPTON COUNTY, PA.



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

July 6, 1988

IN REPLY PLEASE
REFER TO OUR FILE

Lori J. Fehnel
Northampton County Motor Club
3914 Hecktown Road
Easton, PA 18042

A.108261

Re: Application of Northampton County Motor Club.

Dear Ms. Fehnel:

We are returning the above referenced application and filing fee in the amount of \$125.00 for the following reasons:

- (1) Under paragraph 4 you state that you are a corporation; therefore, you will have to provide the following: A copy of the certification of incorporation; a copy of your charter purpose; and a list of your corporate officers and stockholders.
- (2) Under paragraph 6 you do not state if you will be a broker for persons or property - attached is a sample caption for broker of persons that might be of assistance in writing your caption.
- (3) The signature page at the red x has to be notarized.

Please feel free to call or write if we can be of assistance.

Sincerely,



Frances Walkinshaw
Application Examiner
Bureau of Transportation
(717) 783-3037

Enclosures

August 5, 1988

IN REPLY PLEASE
REFER TO OUR FILE

Northampton County Motor Club
3914 Hecktown Road
Easton, PA 18042

In re: A-00108261 - Application of Northampton County Motor Club

Dear Sir:

The application of Northampton Motor Club has been captioned as attached and will be submitted for review provided no protests are filed on or before August 29, 1988. If protests are filed, you will be advised as to further procedure.

You are further advised that the above application will be published in the Pennsylvania Bulletin of August 6, 1988 .

Very truly yours,

David Ehrhart
Supervisor - Application Section
Bureau of Transportation

DE:RP:kmb

DOCUMENT
FOLDER

DOCKETED
APPLICATION DOCKET
AUG 8 1988
ENTRY No.

A-00108261 NORTHAMPTON COUNTY MOTOR CLUB (3914 Hecktown Road, Easton, Northampton County, Pennsylvania 18042), a corporation of the Commonwealth of Pennsylvania - brokerage license - persons, between points in the county of Northampton, and from points in said county, to points in Pennsylvania.

PENNSYLVANIA PUBLIC UTILITY COMMISSION



RECEIPT

The addressee named hereunder has paid Pennsylvania Public Utility Commission for the following bill, subject to final collection of check or money order tendered for such payment.

Northampton County Motor Club
3914 Hecktown Road
Easton, PA 18042

Date August 17, 1988

CR 130885 A

DOCUMENT
FOLDER

DOCKETED
AUG 18 1988

in re application of Northampton County Motor Club
A-00108261.....\$125.00

Revenue account 001780-017601-102 (ck)
ck 36350 Checks \$125.00 Currency _____
Utility account 50:26

C. Joseph Meisinger
For Department of Revenue

PENNSYLVANIA
PUBLIC UTILITY COMMISSION

SERVICE OF NOTICE OF MOTOR CARRIER APPLICATIONS

DATE _____

SERVICE _____

AUG - 6 1988

BUREAU OF TRANSPORTATION
BROKER

JULY 1988

A-00108261

Application of Northampton County Motor Club, a corporation of the Commonwealth of Pennsylvania, for a brokerage license evidencing the Commission's approval of the beginning of the right and privilege to operate as a broker, for the transportation of persons, between points in the county of Northampton, and from points in said county, to points in Pennsylvania.

FW:rs
7/26/88

Application received: 7/25/88
Application docketed: 7/25/88

NA

DOCUMENT
FOLDER

DOCKETED
APPLICATION DOCKET
AUG 8 1988
ENTRY No. <u> </u>

Protests due on No Hearings _____ AUG 29 1988
Protests due on Hearings - (5 days prior to date of hearing)
Notice of the above application was mailed to all certificate holders and railroad companies in the service area as noted above.

A. 108261

NORTHAMPTON COUNTY MOTOR CLUB

FINANCIAL STATEMENTS

DECEMBER 31, 1987

NORTHAMPTON COUNTY MOTOR CLUB

FINANCIAL STATEMENTS

DECEMBER 31, 1987

(WITH COMPARATIVE FIGURES FOR 1986)

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Notes to Financial Statements	5- 6
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Accountant's Report on Other Financial Information	8
Analysis of Receivables and Payables	9
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World Wide Travel Operations	12
Administrative Expense	13

PALMER AND COMPANY

CERTIFIED PUBLIC ACCOUNTANTS
ALPHA BUILDING
EASTON, PENNSYLVANIA 18042

(215) 258-0401

CARL E. FLEMING, C.P.A.
BENJAMIN J. MATTEO, C.P.A.
MICHAEL J. CASSANO, C.P.A.

PETER KOWALICK, C.P.A., R.M.A.
KEITH E. FLEMING, C.P.A.
PETER KOWALICK, JR., R.M.A.

Members and Directors of the
Northampton County Motor Club
Easton, Pennsylvania

We have examined the balance sheet of the NORTHAMPTON COUNTY MOTOR CLUB as at December 31, 1987 and 1986, and the related statements of operations and changes in financial position for the years then ended. Our examination was made in accordance with generally accepted auditing standards, and accordingly, included such tests of the accounting records and such other auditing procedures as we considered necessary in the circumstances.

In our opinion, the accompanying balance sheet and related statements of operations and changes in financial position present fairly the financial position of the NORTHAMPTON COUNTY MOTOR CLUB at December 31, 1987 and 1986, and the results of its operations for the years then ended in conformity with generally accepted accounting principles applied on a consistent basis.

Palmer and Company

Easton, Pennsylvania
February 12, 1988

NORTHAMPTON COUNTY MOTOR CLUB

BALANCE SHEET

DECEMBER 31, 1987

(WITH COMPARATIVE FIGURES FOR 1986)

<u>ASSETS</u>	<u>1987</u>	<u>1986</u>
Current Assets:		
Cash in Bank and on Hand	\$ 354,441	\$ 238,433
Accounts Receivable	101,276	146,979
Accrued Interest Receivable	5,315	6,934
Deposits with Tour Operators	4,550	-0-
Prepaid Expenses	17,513	3,165
Inventory - Auto Tags (Cost)	1,130	615
Inventory - International Driver Licenses (Cost)	6	128
Inventory - Cat Tags (Cost)	<u>752</u>	<u>310</u>
Total Current Assets	\$ <u>484,983</u>	\$ <u>396,564</u>
Investments - Cost which equals Market Value	\$ <u>365,000</u>	\$ <u>365,000</u>
Fixed Assets: (See Note A-2)		
Land	\$ 33,619	\$ 33,619
Land Improvements	33,438	33,438
Building and Improvements	181,855	152,255
Furniture and Fixtures	<u>76,222</u>	<u>76,222</u>
Less: Accumulated Depreciation	\$ <u>325,134</u>	\$ <u>295,534</u>
	<u>153,027</u>	<u>134,675</u>
Net Depreciated Cost	\$ <u>172,107</u>	\$ <u>160,859</u>
Total Assets	\$ <u>1,022,090</u>	\$ <u>922,423</u>
 <u>LIABILITIES AND MEMBERSHIP EQUITY</u>		
Current Liabilities:		
Accounts Payable	\$ 171,325	\$ 152,878
Accrued Wages Payable	9,153	7,536
Payroll and Sales Tax Payable	1,347	2,078
Federal Income Tax Payable	<u> </u>	<u>6,645</u>
Total Current Liabilities	\$ 181,825	\$ 169,137
Deferred Membership Dues (See Note A-3)	310,459	294,277
Membership Equity	<u>529,806</u>	<u>459,009</u>
Total Liabilities and Membership Equity	\$ <u>1,022,090</u>	\$ <u>922,423</u>

The accompanying notes are an integral part of these financial statements.

NORTHAMPTON COUNTY MOTOR CLUB

STATEMENT OF OPERATIONS

FOR THE YEAR ENDED DECEMBER 31, 1987

(WITH COMPARATIVE FIGURES FOR 1986)

	<u>1987</u>	<u>1986</u>
Departmental Gross Profit (Loss):		
Membership	\$ 22,537	\$ 22,489
World Wide Travel	<u>54,467</u>	<u>64,821</u>
Profit (Loss)	\$ 77,004	\$ 87,310
Administrative Expenses	(22,962)	(21,695)
Other Income:		
Interest (Net)	<u>37,680</u>	<u>40,136</u>
Income before Income Taxes	\$ 91,722	\$ 105,751
Provision for Federal Income Tax	<u>20,925</u>	<u>28,396</u>
Net Income	\$ 70,797	\$ 77,355
Beginning Membership Equity	<u>459,009</u>	<u>381,654</u>
Ending Membership Equity	<u>\$ 529,806</u>	<u>\$ 459,009</u>

The accompanying notes are an integral part of these financial statements.

NORTHAMPTON COUNTY MOTOR CLUB

STATEMENT OF CHANGES IN FINANCIAL POSITION

FOR THE YEAR ENDED DECEMBER 31, 1987

(WITH COMPARATIVE FIGURES FOR 1986)

	<u>1987</u>	<u>1986</u>
Funds Provided by:		
Net Income	\$ 69,283	\$ 77,355
Add Back Funds not Requiring Working Capital:		
Depreciation	18,352	16,275
Deferred Membership Dues	<u>16,182</u>	<u>35,390</u>
	<u>\$ 103,817</u>	<u>\$ 129,020</u>
Funds Used for:		
Increase in Working Capital	\$ 74,217	\$ 83,708
Purchase of Fixed Assets	<u>29,600</u>	<u>45,312</u>
	<u>\$ 103,817</u>	<u>\$ 129,020</u>
Changes in Working Capital:		
Increase (Decrease) in Current Assets:		
Cash	\$ 116,008	\$ 36,085
Accounts Receivable	(45,703)	59,484
Accrued Interest Receivable	(1,619)	(1,710)
Deposits with Tour Operators	4,550	(1,403)
Prepaid Expenses	12,834	466
Inventory - Auto Tags	515	(400)
Inventory - International Driver Licenses	(122)	8
Inventory - Cat Tags	<u>442</u>	<u>(220)</u>
	<u>\$ 86,905</u>	<u>\$ 92,310</u>
Increase (Decrease) in Current Liabilities:		
Accounts Payable	\$ (18,447)	\$ (19,504)
Accrued Wages Payable	(1,617)	(1,606)
Payroll Taxes Payable	731	685
Federal Income Taxes Payable	<u>6,645</u>	<u>11,823</u>
	<u>\$ (12,688)</u>	<u>\$ (8,602)</u>
Increase (Decrease) in Working Capital	<u>\$ 74,217</u>	<u>\$ 83,708</u>

The accompanying notes are an integral part of these financial statements.

NORTHAMPTON COUNTY MOTOR CLUB

NOTES TO FINANCIAL STATEMENTS

DECEMBER 31, 1987

A. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES:

1. Basis for Preparation of Financial Statements

The accompanying financial statements are prepared on the accrual basis of accounting whereby assets and liabilities, income and expenses are recognized and recorded when earned or incurred.

2. Fixed Assets

Property, plant, and equipment are stated at cost less accumulated depreciation.

The same methods of depreciation are used for financial accounting and income tax reporting on all assets acquired prior to January 1, 1981. For all assets placed into service after December 31, 1980, the Motor Club is complying with the new Economic Recovery Tax Act provisions governing asset cost recovery for federal income tax reporting.

Maintenance and repairs are charged to operations as incurred. Gain or loss on disposition of fixed assets is reflected in operations.

3. Membership Dues

Dues are recorded as income as earned over the membership period. The portion of dues not applicable to the current period is deferred.

B. LONG-TERM LIABILITIES AND COMMITMENTS:

Other than normal purchase commitments, there were no contingent liabilities.

C. PENSION PLAN:

The Club has established a plan with Mutual of New York. Benefits are provided under the Plan, which is non-contributory, through a group-deferred annuity contract. All eligible employees are covered after six months service and a minimum age of twenty-one. Total pension plan expense for 1987 and 1986 was \$42,173 and \$30,377, respectively.

NORTHAMPTON COUNTY MOTOR CLUB

NOTES TO FINANCIAL STATEMENTS (Cont'd)

DECEMBER 31, 1987

D. FEDERAL INCOME TAXES:

A total provision for federal income taxes amounts to \$20,925.

E. INVESTMENTS:

At December 31, 1987 and 1986 the investments of the Motor Club were comprised of short-term certificates of deposit.

F. FUTURE COMMITMENTS:

The Board has approved the construction of an addition to the present building by signing a contract for construction in the amount of \$547,900.00. There have been certain costs already incurred in the amount of \$38,813, primarily for architectural and consulting fees, which have been capitalized.

OTHER FINANCIAL INFORMATION

PALMER AND COMPANY

CERTIFIED PUBLIC ACCOUNTANTS

ALPHA BUILDING

EASTON, PENNSYLVANIA 18042

(215) 258-0401

CARL E. FLEMING, C.P.A.
BENJAMIN J. MATTEO, C.P.A.
MICHAEL J. CASSANO, C.P.A.

PETER KOWALICK, C.P.A., R.M.A.
KEITH E. FLEMING, C.P.A.
PETER KOWALICK, JR., R.M.A.

ACCOUNTANT'S REPORT ON OTHER FINANCIAL INFORMATION

Northampton County Motor Club
Hecktown & Country Club Roads
Easton, Pennsylvania

The financial statements of the Company and our report thereon are presented in the preceding section. The financial information presented hereinafter was derived from the accounting records tested by us as part of the auditing procedures followed in our examination of the financial statements and is fairly presented in all material respects in relation to the financial statements taken as a whole; however, it is not necessary for a fair presentation of the financial position, results of operations, changes in financial position and changes in members' equity of the Company.

Palmer and Company

Easton, Pennsylvania
February 12, 1988

NORTHAMPTON COUNTY MOTOR CLUB

ANALYSIS OF ACCOUNTS RECEIVABLE

DECEMBER 31, 1987

(WITH COMPARATIVE FIGURES FOR 1986)

	<u>1987</u>	<u>1986</u>
World Wide Travel	\$ 90,126	\$ 137,452
Road Service	2,825	2,982
Insurance, Membership, and Advertising	-0-	99
Exchange Items	<u>8,325</u>	<u>6,446</u>
Total	\$ <u>101,276</u>	\$ <u>146,979</u>

ANALYSIS OF ACCOUNTS PAYABLE

	<u>1987</u>	<u>1986</u>
Operating and General	\$ 25,135	\$ 23,792
World Wide Travel	130,533	115,235
Road Service	12,849	11,578
Insurance - Membership	<u>2,808</u>	<u>2,273</u>
Total	\$ <u>171,325</u>	\$ <u>152,878</u>

NORTHAMPTON COUNTY MOTOR CLUB

MEMBERSHIP OPERATIONS

FOR THE YEAR ENDED DECEMBER 31, 1987

(WITH COMPARATIVE FIGURES FOR 1986)

	<u>1987</u>	<u>1986</u>
MEMBERSHIP DUES:		
Renewal Members - Master	\$ 356,150	\$ 330,710
Renewal Members - Associate	110,471	102,434
New Members - Master	49,039	45,011
New Members - Associate	<u>19,468</u>	<u>17,643</u>
Total Membership Dues	\$ <u>535,128</u>	\$ <u>495,798</u>
OTHER MEMBERSHIP INCOME:		
Motorist Magazine Income	\$ 300	\$ 320
Insurance Commissions - Medical Expense Endorsements	30,971	29,284
Insurance Commissions - A.A.A. Group Indemnity and Colonial Penn	4,425	6,354
Insurance Commissions - Accident	16,484	13,536
VISA Commissions	20,435	15,978
Other Commissions Earned	625	980
Non-Member Charges	5,376	2,067
Miscellaneous Income	3,046	1,610
Passport Photographs	<u>3,036</u>	<u>2,536</u>
Total Other Membership Income	\$ <u>84,698</u>	\$ <u>72,665</u>
Total Membership Income	\$ <u>619,826</u>	\$ <u>568,463</u>
EXPENSES:		
Salaries	\$ 184,578	\$ 173,261
Emergency Road Service	157,048	128,540
Members' Personal Accident Insurance	14,259	15,002
P.M.F. and A.A.A. Membership Dues	17,310	16,614
Motorist Magazine	20,675	19,586
Maps and Trip Tiks	7,502	7,899
Tour Books	7,086	8,578
Advertising	5,740	7,661
Promotional Expenses	16,061	19,194
Payroll Taxes	17,248	16,437
Pension Plan	39,065	29,143
Employee Benefits	13,487	13,103
Depreciation	13,764	12,206
Repairs and Maintenance	12,203	12,429
Utilities	5,917	5,287
AAA Visa	2,331	995

NORTHAMPTON COUNTY MOTOR CLUB

MEMBERSHIP OPERATIONS (Cont'd)

FOR THE YEAR ENDED DECEMBER 31, 1987

(WITH COMPARATIVE FIGURES FOR 1986)

	<u>1987</u>	<u>1986</u>
EXPENSES: (Cont'd)		
Office Supplies	\$ 7,129	\$ 8,555
Data Processing	8,954	10,128
Postage	15,053	13,891
Telephone	7,636	8,164
School Patrol Supplies	2,262	2,280
Real Estate Taxes	4,233	4,158
Bail Bonds	1,127	1,030
Conferences and Meetings	8,984	7,756
Insurance	4,567	2,290
Dues and Subscriptions	1,643	1,464
Miscellaneous	<u>1,427</u>	<u>323</u>
Total Expenses	\$ <u>597,289</u>	\$ <u>545,974</u>
PROFIT (LOSS) - MEMBERSHIP	\$ <u>22,537</u>	\$ <u>22,489</u>

NORTHAMPTON COUNTY MOTOR CLUB

WORLD WIDE TRAVEL OPERATIONS

FOR THE YEAR ENDED DECEMBER 31, 1987

(WITH COMPARATIVE FIGURES FOR 1986)

	<u>1987</u>	<u>1986</u>
COMMISSIONS EARNED:		
Land, Air, and Sea	\$ 172,701	\$ 176,141
Travel Insurance	2,156	2,486
Travelers Checks	28,922	23,956
Miscellaneous	8,933	8,276
Total Commissions Earned	\$ <u>212,712</u>	\$ <u>210,859</u>
EXPENSES:		
Salaries	\$ 75,308	\$ 70,239
Payroll Taxes	7,735	7,239
Dues and Subscriptions	1,457	1,409
Advertising	19,070	16,417
Employee Benefits	5,333	5,245
Promotional Expenses	3,435	2,111
Pension Plan	3,108	1,234
Commissions - Outside Sales	9,284	7,291
Depreciation	4,588	4,069
Repairs and Maintenance	4,068	4,143
Office Supplies	1,886	2,449
Telephone	2,915	3,140
Postage	500	500
Tour Books	2,681	3,235
Meeting Expenses	291	1,890
Utilities	1,972	1,762
Real Estate Taxes	1,411	1,386
Insurance	3,298	2,222
Appollo System	9,905	10,057
Total Expenses	\$ <u>158,245</u>	\$ <u>146,038</u>
GROSS PROFIT - WORLD WIDE TRAVEL	\$ <u>54,467</u>	\$ <u>64,821</u>

NORTHAMPTON COUNTY MOTOR CLUB

ADMINISTRATIVE EXPENSE

FOR THE YEAR ENDED DECEMBER 31, 1987

(WITH COMPARATIVE FIGURES FOR 1986)

	<u>1987</u>	<u>1986</u>
Directors' Meetings	\$ 11,765	\$ 9,852
Legal and Accounting	5,880	5,937
Freight Expense	2,578	2,595
Contributions	506	562
Pennsylvania Sales and Use Taxes	2,233	2,178
Miscellaneous Expenses		<u>571</u>
Total	\$ <u>22,962</u>	\$ <u>21,695</u>



NORTHAMPTON COUNTY MOTOR CLUB

HECKTOWN AND COUNTRY CLUB ROADS
P.O. BOX 284
EASTON, PENNSYLVANIA 18042



Approved Sales Agent
Domestic and World-Wide
Travel Agents

JUL 25 1988
P. U. C
Bureau transportation

258-2371
Area Code 215

May 11, 1988

TO OUR MEMBERS:

Looking into the future for a new and better way to service our members, we are trying to expand our business into new fields of travel.

One way of doing this is by obtaining our brokerage license so we will be able to advertise to our members, our bus trips both local and extended group tours... fully escorted.

To help us obtain this, we must take a member survey on what type of travel we have rendered for you, and how efficient our travel counselors have been in the past.

We are hoping to learn from this survey on ways we can improve.

We appreciate you taking the time to answer our questions and returning the form back to us in the Self Addressed Stamped Envelope enclosed.

1. NAME OF INDIVIDUAL OR GROUP AND ADDRESS:

Elizabeth Supper
21 Marc Lane
Easton Pa 18042

2. NAME OF PERSON OR GROUP LEADER FILING THIS STATEMENT:

Elizabeth Supper

3. HOW MANY TRIPS DO YOU ARRANGE PER YEAR? 5

A. ARE THEY CHARTERS, FLIGHTS, TOURS, CRUISE, CAR OR OTHER?

Tours - Car

4. WHAT AREA WITHIN PENNSYLVANIA WOULD YOU MOST LIKELY CHARTER A GROUP FOR?

Lancaster

A. WHAT COUNTY WOULD YOUR TRIP ORIGINATE FROM?

Northampton

5. DO YOU FEEL OUR PRESENT SERVICES ARE ADEQUATE? YES NO

IF NO, PLEASE EXPLAIN _____

6. IF WE WOULD RECEIVE OUR BROKERAGE LICENSE FOR BUS TOURS WOULD YOU CONSIDER AAA FOR THIS SERVICE? Yes



A. 208261

7. HOW WOULD YOU RATE THE SERVICES OF YOUR TOUR COUNSELOR?

Very Good

8. DO YOU FEEL THERE IS A NEED FOR THIS TYPE OF SERVICE
IN OUR AREA? YES NO

ADDITIONAL COMMENTS:

I feel it would be an additional
asset to our County if AAA could
sponsor bus trips

Thank you for helping us serve you better!

Elizabeth Snyder
Signature

ELIZABETH SNYDER
Print your Name

Subscribed and Sworn to Before Me on this 23rd day of June 1988

Ann L. Casens

My Commission Expires
Dec. 3, 1991
Easton, Northampton County, PA



NORTHAMPTON COUNTY MOTOR CLUB

HECKTOWN AND COUNTRY CLUB ROADS
P.O. BOX 284
EASTON, PENNSYLVANIA 18042



Approved Sales Agent

Domestic and World-Wide

Travel Agents

258-2371
Area Code 215

May 11, 1988

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1. NAME OF INDIVIDUAL OR GROUP AND ADDRESS:

Lower Nazareth Elem. School
6th. Grade Class.
Nazareth, PA

2. NAME OF PERSON OR GROUP LEADER FILING THIS STATEMENT:

Georgine Smalley

3. HOW MANY TRIPS DO YOU ARRANGE PER YEAR? 1

A. ARE THEY CHARTERS, FLIGHTS, TOURS, CRUISE, CAR OR OTHER?

Charter Bus

4. WHAT AREA WITHIN PENNSYLVANIA WOULD YOU MOST LIKELY CHARTER A GROUP FOR?

?

A. WHAT COUNTY WOULD YOUR TRIP ORIGINATE FROM? Northampton

5. DO YOU FEEL OUR PRESENT SERVICES ARE ADEQUATE? YES NO

IF NO, PLEASE EXPLAIN _____

6. IF WE WOULD RECEIVE OUR BROKERAGE LICENSE FOR BUS TOURS WOULD YOU CONSIDER AAA FOR THIS SERVICE?

7. HOW WOULD YOU RATE THE SERVICES OF YOUR TOUR COUNSELOR ?

Excellent, efficient & friendly

8. DO YOU FEEL THERE IS A NEED FOR THIS TYPE OF SERVICE
IN OUR AREA? YES NO

ADDITIONAL COMMENTS:

We've had many compliments on
how well-organized our trip was -
our many thanks to Lori for her
fine work.

Thank you for helping us serve you better!

Georgine Smalley
Signature

Georgine Smalley
Print your Name

Subscribed And Sworn To Before Me
This 23rd Day of June 1988

Ann L. Casano

My Commission Expires
Dec. 3, 1991
Easton, Northampton County, PA



NORTHAMPTON COUNTY MOTOR CLUB

HECKTOWN AND COUNTRY CLUB ROADS
P.O. BOX 284
EASTON, PENNSYLVANIA 18042



Approved Sales Agent
Domestic and World-Wide
Travel Agents

258-2371
Area Code 215

May 11, 1988

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We appreciate you taking the time to answer our questions and returning the form back to us in the Self Addressed Stamped Envelope enclosed.

1. NAME OF INDIVIDUAL OR GROUP AND ADDRESS:

Mr + Mrs. Herbert Schwab
2607 Northwood Ave
Easton, Pa. 18042

2. NAME OF PERSON OR GROUP LEADER FILING THIS STATEMENT:

Mrs. Herbert Schwab (Dane)

3. HOW MANY TRIPS DO YOU ARRANGE PER YEAR? 1

A. ARE THEY CHARTERS, FLIGHTS, TOURS, CRUISE, CAR OR OTHER?

Tours

4. WHAT AREA WITHIN PENNSYLVANIA WOULD YOU MOST LIKELY CHARTER A GROUP FOR?

A. WHAT COUNTY WOULD YOUR TRIP ORIGINATE FROM? Northampton

5. DO YOU FEEL OUR PRESENT SERVICES ARE ADEQUATE? YES NO

IF NO, PLEASE EXPLAIN _____

6. IF WE WOULD RECEIVE OUR BROKERAGE LICENSE FOR BUS TOURS WOULD YOU CONSIDER AAA FOR THIS SERVICE? Yes

7. HOW WOULD YOU RATE THE SERVICES OF YOUR TOUR COUNSELOR?

Good

8. DO YOU FEEL THERE IS A NEED FOR THIS TYPE OF SERVICE
IN OUR AREA? YES NO

ADDITIONAL COMMENTS:

Thank you for helping us serve you better!

Irene Schwab

Signature

IRENE SCHWAB

Print your Name

Subscribed And Sworn To Before Me this 23rd Day of June 1988

Ann L. Adams

My Commission Expires
Dec. 3, 1991
Easton, Northampton County, PA



NORTHAMPTON COUNTY MOTOR CLUB

HECKTOWN AND COUNTRY CLUB ROADS
P.O. BOX 284
EASTON, PENNSYLVANIA 18042



Approved Sales Agent
Domestic and World-Wide
Travel Agents

258-2371
Area Code 215

May 11, 1988

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1. NAME OF INDIVIDUAL OR GROUP AND ADDRESS:

M/M Ralph W. Ebner
R. D. #2, Box 500-0
Kunkletown, PA 18058

2. NAME OF PERSON OR GROUP LEADER FILING THIS STATEMENT:

Sandi Ebner

3. HOW MANY TRIPS DO YOU ARRANGE PER YEAR? 1

A. ARE THEY CHARTERS, FLIGHTS, TOURS, CRUISE, CAR OR OTHER?

CAR

4. WHAT AREA WITHIN PENNSYLVANIA WOULD YOU MOST LIKELY CHARTER A GROUP FOR?

Phila. Zoo or Hershey Park

A. WHAT COUNTY WOULD YOUR TRIP ORIGINATE FROM? Northampton

5. DO YOU FEEL OUR PRESENT SERVICES ARE ADEQUATE? YES NO

IF NO, PLEASE EXPLAIN _____

6. IF WE WOULD RECEIVE OUR BROKERAGE LICENSE FOR BUS TOURS WOULD YOU CONSIDER AAA FOR THIS SERVICE? Definitely!

7. HOW WOULD YOU RATE THE SERVICES OF YOUR TOUR COUNSLER?

5 Stars! Excellent

8. DO YOU FEEL THERE IS A NEED FOR THIS TYPE OF SERVICE IN OUR AREA? YES NO

ADDITIONAL COMMENTS:

Our trip to the magic Kingdom really was like Magic! I'll be stopping by to personal tell you what I don't have room to

Thank you for helping us serve you better!

Sandra M. Ebner
Signature

write,
Thank you
Dori

Sandra M. Ebner
Print your Name

Subscribed And Sworn To Before Me
This 23rd Day of June 1988

Am. H. Lusano

My Commission Expires
Dec. 3, 1991
Easton, Northampton County, PA

7. HOW WOULD YOU RATE THE SERVICES OF YOUR TOUR COUNSELOR?

Good

8. DO YOU FEEL THERE IS A NEED FOR THIS TYPE OF SERVICE
IN OUR AREA? YES NO

ADDITIONAL COMMENTS:

Thank you for helping us serve you better!

Lena M. Rutt
Signature

LENA M. RUTT
Print your Name

Subscribed And Sworn To Before Me
This 23rd Day of June 1988

Ann L. Carson

My Commission Expires
Dec. 3, 1991
Easton, Northampton County, PA



NORTHAMPTON COUNTY MOTOR CLUB

HECKTOWN AND COUNTRY CLUB ROADS
P.O. BOX 284
EASTON, PENNSYLVANIA 18042



Approved Sales Agent
Domestic and World-Wide
Travel Agents

258-2371
Area Code 215

May 11, 1988

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1. NAME OF INDIVIDUAL OR GROUP AND ADDRESS:

JOHN + SANDRA ALLSHOUSE
628 LINE ST
EASTON PA 18042

2. NAME OF PERSON OR GROUP LEADER FILING THIS STATEMENT:

John Allshouse

3. HOW MANY TRIPS DO YOU ARRANGE PER YEAR? _____

A. ARE THEY CHARTERS, FLIGHTS, TOURS, CRUISE, CAR OR OTHER?

4. WHAT AREA WITHIN PENNSYLVANIA WOULD YOU MOST LIKELY CHARTER A GROUP FOR?

A. WHAT COUNTY WOULD YOUR TRIP ORIGINATE FROM? Northampton

5. DO YOU FEEL OUR PRESENT SERVICES ARE ADEQUATE? YES NO _____

IF NO, PLEASE EXPLAIN _____

6. IF WE WOULD RECEIVE OUR BROKERAGE LICENSE FOR BUS TOURS WOULD YOU CONSIDER AAA FOR THIS SERVICE? DEFINITELY

7. HOW WOULD YOU RATE THE SERVICES OF YOUR TOUR COUNSELOR?

GREAT

8. DO YOU FEEL THERE IS A NEED FOR THIS TYPE OF SERVICE
IN OUR AREA? YES NO

ADDITIONAL COMMENTS:

Had a great time in Baltimore
at the Inner Harbor

Thank you for helping us serve you better!

Sandra C. Allshouse formerly Sandra C. Smith
Signature member

SANDRA C. ALLSHOUSE
Print your Name

Subscribed And Sworn To Before Me
This 23rd Day of June 1988

Ann L. Cousins

My Commission Expires
Dec. 3, 1991
Easton, Northampton County, PA



NORTHAMPTON COUNTY MOTOR CLUB

HECKTOWN AND COUNTRY CLUB ROADS
P.O. BOX 284
EASTON, PENNSYLVANIA 18042



258-2371
Area Code 215

Approved Sales Agent
— Domestic and World-Wide —
Travel Agents

May 11, 1988

TO OUR MEMBERS:

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1. NAME OF INDIVIDUAL OR GROUP AND ADDRESS:

Bronnie Troop # 896
Riegelsville, Pa 18077

2. NAME OF PERSON OR GROUP LEADER FILING THIS STATEMENT:

Dorothy Gruver

3. HOW MANY TRIPS DO YOU ARRANGE PER YEAR? 1

A. ARE THEY CHARTERS, FLIGHTS, TOURS, CRUISE, CAR OR OTHER?

4. WHAT AREA WITHIN PENNSYLVANIA WOULD YOU MOST LIKELY CHARTER A GROUP FOR?

A. WHAT COUNTY WOULD YOUR TRIP ORIGINATE FROM? Northampton

5. DO YOU FEEL OUR PRESENT SERVICES ARE ADEQUATE? YES NO

IF NO, PLEASE EXPLAIN _____

6. IF WE WOULD RECEIVE OUR BROKERAGE LICENSE FOR BUS TOURS WOULD YOU CONSIDER AAA FOR THIS SERVICE? yes

7. HOW WOULD YOU RATE THE SERVICES OF YOUR TOUR COUNSELOR.

Great

8. DO YOU FEEL THERE IS A NEED FOR THIS TYPE OF SERVICE
IN OUR AREA? YES NO

ADDITIONAL COMMENTS:

I received excellent service
from Lash and the team
at the museum. I was
really please with the service.
Thank you for helping us serve you better!

Dorothy L. Grimmer
Signature

Dorothy L. Grimmer
Print your Name

Subscribed And Sworn To Before Me
This 23rd Day of June 1988

Ann L. Casano

My Commission Expires
Dec. 3, 1991
Easton, Northampton County, PA



NORTHAMPTON COUNTY MOTOR CLUB

HECKTOWN AND COUNTRY CLUB ROADS
P.O. BOX 284
EASTON, PENNSYLVANIA 18042



Approved Sales Agent
— Domestic and World-Wide —
Travel Agents

258-2371

Area Code 215

May 11, 1988

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We appreciate you taking the time to answer our questions and returning the form back to us in the Self Addressed Stamped Envelope enclosed.

1. NAME OF INDIVIDUAL OR GROUP AND ADDRESS:

Shirley M Bailey
2707 Newburg Rd.
Easton, Pa 18042

2. NAME OF PERSON OR GROUP LEADER FILING THIS STATEMENT:

Shirley M Bailey

3. HOW MANY TRIPS DO YOU ARRANGE PER YEAR? 5 to 6

A. ARE THEY CHARTERS, FLIGHTS, TOURS, CRUISE, CAR OR OTHER?

4. WHAT AREA WITHIN PENNSYLVANIA WOULD YOU MOST LIKELY CHARTER A GROUP FOR?

Lancaster

A. WHAT COUNTY WOULD YOUR TRIP ORIGINATE FROM? Northampton County

5. DO YOU FEEL OUR PRESENT SERVICES ARE ADEQUATE? YES NO

IF NO, PLEASE EXPLAIN _____

6. IF WE WOULD RECEIVE OUR BROKERAGE LICENSE FOR BUS TOURS WOULD YOU CONSIDER AAA FOR THIS SERVICE? yes

7. ANY OTHER COMMENTS _____

7. HOW WOULD YOU RATE THE SERVICES OF YOUR TOUR COUNSELOR?

Very well Organized

8. DO YOU FEEL THERE IS A NEED FOR THIS TYPE OF SERVICE
IN OUR AREA? YES NO

ADDITIONAL COMMENTS:

Thank you for helping us serve you better!

Shirley M Bailey
Signature

SHIRLEY M BAILY
Print your Name

Subscribed And Sworn To Before Me
This 23rd Day of June 1988

Ann L. Cressens

My Commission Expires
Dec. 3, 1991
Easton, Northampton County, PA



NORTHAMPTON COUNTY MOTOR CLUB

HECKTOWN AND COUNTRY CLUB ROADS
P.O. BOX 284
EASTON, PENNSYLVANIA 18042



Approved Sales Agent
Domestic and World-Wide
Travel Agents

258-2371

Area Code 215

May 11, 1988

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1. NAME OF INDIVIDUAL OR GROUP AND ADDRESS:

MR. RAYMOND G. FRIEND. (INDIVIDUAL)
150 FINCH LANE
BATH, PA. 18014.

2. NAME OF PERSON OR GROUP LEADER FILING THIS STATEMENT:

MR. RAYMOND G. FRIEND

3. HOW MANY TRIPS DO YOU ARRANGE PER YEAR? _____

A. ARE THEY CHARTERS, FLIGHTS, TOURS, CRUISE, CAR OR OTHER?

4. WHAT AREA WITHIN PENNSYLVANIA WOULD YOU MOST LIKELY CHARTER A GROUP FOR?

A. WHAT COUNTY WOULD YOUR TRIP ORIGINATE FROM? Northampton

5. DO YOU FEEL OUR PRESENT SERVICES ARE ADEQUATE? YES NO

IF NO, PLEASE EXPLAIN _____

6. IF WE WOULD RECEIVE OUR BROKERAGE LICENSE FOR BUS TOURS WOULD YOU CONSIDER AAA FOR THIS SERVICE? yes

7. HOW WOULD YOU RATE THE SERVICES OF YOUR TOUR COUNSELOR?

EXCELLENT.

8. DO YOU FEEL THERE IS A NEED FOR THIS TYPE OF SERVICE
IN OUR AREA? YES NO

ADDITIONAL COMMENTS:

LOR:

WOULD YOU PLEASE ~~ADVISE~~ NOTIFY US OF
ANY UPCOMING WEEKEND TRIPS.

THANK YOU.

Thank you for helping us serve you better!

Mr. Raymond G. Friend.
Signature

MR. RAYMOND G. FRIEND.
Print your Name

Subscribed And Sworn To Before Me
This 23rd Day of June 1988

Ann L. Curran

My Commission Expires
Dec. 3, 1991
Easton, Northampton County, PA



NORTHAMPTON COUNTY MOTOR CLUB

HECKTOWN AND COUNTRY CLUB ROADS
P.O. BOX 284
EASTON, PENNSYLVANIA 18042



Approved Sales Agent
— Domestic and World-Wide —
Travel Agents

258-2371

Area Code 215

May 11, 1988

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1. NAME OF INDIVIDUAL OR GROUP AND ADDRESS:

DANA H. SIEBLER
106 Lincoln Ave.
Stocketown, PA. 18083

2. NAME OF PERSON OR GROUP LEADER FILING THIS STATEMENT:

DANA

3. HOW MANY TRIPS DO YOU ARRANGE PER YEAR? 2 TO 3 (SOMETIMES MORE)

A. ARE THEY CHARTERS, FLIGHTS, TOURS, CRUISE, CAR OR OTHER?

FLIGHTS - CAR

4. WHAT AREA WITHIN PENNSYLVANIA WOULD YOU MOST LIKELY CHARTER A GROUP FOR?

PHILADELPHIA or HARRISBURG

A. WHAT COUNTY WOULD YOUR TRIP ORIGINATE FROM? NORTHAMPTON

5. DO YOU FEEL OUR PRESENT SERVICES ARE ADEQUATE? YES NO

IF NO, PLEASE EXPLAIN _____

6. IF WE WOULD RECEIVE OUR BROKERAGE LICENSE FOR BUS TOURS WOULD YOU CONSIDER AAA FOR THIS SERVICE? YES

7. HOW WOULD YOU RATE THE SERVICES OF YOUR TOUR COUNSELOR?

EXCELLENT

8. DO YOU FEEL THERE IS A NEED FOR THIS TYPE OF SERVICE
IN OUR AREA? YES YES NO _____

ADDITIONAL COMMENTS:

Thank you for helping us serve you better!

Dana H. Siebler
Signature

DANA H. SIEBLER
Print your Name

Subscribed And Sworn To Before Me
This 23rd Day of June 1988

Ann H. Casper

My Commission Expires
Dec. 3, 1991
Easton, Northampton County, PA



NORTHAMPTON COUNTY MOTOR CLUB

HECKTOWN AND COUNTRY CLUB ROADS
P.O. BOX 284
EASTON, PENNSYLVANIA 18042



Approved Sales Agent
— Domestic and World-Wide —
Travel Agents

258-2371
Area Code 215

May 11, 1988

TO OUR MEMBERS:

Looking into the future for a new and better way to service our members, we are trying to expand our business into new fields of travel.

One way of doing this is by obtaining our brokerage license so we will be able to advertise to our members, our bus trips both local and extended group tours... fully escorted.

To help us obtain this, we must take a member survey on what type of travel we have rendered for you, and how efficient our travel counselors have been in the past.

We are hoping to learn from this survey on ways we can improve.

We appreciate you taking the time to answer our questions and returning the form back to us in the Self Addressed Stamped Envelope enclosed.

1. NAME OF INDIVIDUAL OR GROUP AND ADDRESS:

Marge Mangel Pennington
534 Ashwood Drive
Northampton, PA 18064

2. NAME OF PERSON OR GROUP LEADER FILING THIS STATEMENT:

Marge Pennington

3. HOW MANY TRIPS DO YOU ARRANGE PER YEAR? 2-3

A. ARE THEY CHARTERS, FLIGHTS, TOURS, CRUISE, CAR OR OTHER?

Combination - car - flight - tours

4. WHAT AREA WITHIN PENNSYLVANIA WOULD YOU MOST LIKELY CHARTER A GROUP FOR?

None

A. WHAT COUNTY WOULD YOUR TRIP ORIGINATE FROM? Northampton

5. DO YOU FEEL OUR PRESENT SERVICES ARE ADEQUATE? YES NO

IF NO, PLEASE EXPLAIN _____

6. IF WE WOULD RECEIVE OUR BROKERAGE LICENSE FOR BUS TOURS WOULD YOU CONSIDER AAA FOR THIS SERVICE? Yes

7. HOW WOULD YOU RATE THE SERVICES OF YOUR TOUR COUNSELOR?

Excellent

8. DO YOU FEEL THERE IS A NEED FOR THIS TYPE OF SERVICE IN OUR AREA? YES NO

ADDITIONAL COMMENTS:

AAA has arranged a trip on which we joined our district team & we have also gone on the trip to Rose Bowl game with the local AAA group. We were completely pleased & satisfied with both services

Thank you for helping us serve you better!

Marge Coughlin
Signature

Marge Coughlin
Print your Name

Subscribed And Sworn To Before Me
This 23rd Day of June 1988

Ann L. Carson

My Commission Expires
Dec. 3, 1991
Easton, Northampton County, PA



NORTHAMPTON COUNTY MOTOR CLUB

HECKTOWN AND COUNTRY CLUB ROADS
P.O. BOX 284
EASTON, PENNSYLVANIA 18042



258-2371
Area Code 215

Approved Sales Agent
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Travel Agents

May 11, 1988

TO OUR MEMBERS:

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We appreciate you taking the time to answer our questions and returning the form back to us in the Self Addressed Stamped Envelope enclosed.

1. NAME OF INDIVIDUAL OR GROUP AND ADDRESS:

Suburban Rescue Squad

2. NAME OF PERSON OR GROUP LEADER FILING THIS STATEMENT:

Thomas Cardell - President

3. HOW MANY TRIPS DO YOU ARRANGE PER YEAR? 2-4

A. ARE THEY CHARTERS, FLIGHTS, TOURS, CRUISE, CAR OR OTHER?

bus charters

4. WHAT AREA WITHIN PENNSYLVANIA WOULD YOU MOST LIKELY CHARTER A GROUP FOR?

LANCASTER - Philadelphia

A. WHAT COUNTY WOULD YOUR TRIP ORIGINATE FROM? Northampton

5. DO YOU FEEL OUR PRESENT SERVICES ARE ADEQUATE? YES X NO _____

IF NO, PLEASE EXPLAIN _____

6. IF WE WOULD RECEIVE OUR BROKERAGE LICENSE FOR BUS TOURS WOULD YOU CONSIDER AAA FOR THIS SERVICE? YES

7. HOW WOULD YOU RATE THE SERVICES OF YOUR TOUR COUNSELOR?

EXCELLENT +

8. DO YOU FEEL THERE IS A NEED FOR THIS TYPE OF SERVICE
IN OUR AREA? YES X NO _____

ADDITIONAL COMMENTS:

Thank you for helping us serve you better!

Thomas J. Cardell
Signature

THOMAS J. CARDELL
Print your Name

Subscribed And Sworn To Before Me
This 23rd Day of June 1988

Ann H. Lusano

My Commission Expires
Dec. 3, 1991
Easton, Northampton County, PA



NORTHAMPTON COUNTY MOTOR CLUB

HECKTOWN AND COUNTRY CLUB ROADS
P.O. BOX 284
EASTON, PENNSYLVANIA 18042



Approved Sales Agent
— Domestic and World-Wide —
Travel Agents

—258-2371—
Area Code 215

May 11, 1988

TO OUR MEMBERS:

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We are hoping to learn from this survey on ways we can improve.

We appreciate you taking the time to answer our questions and returning the form back to us in the Self Addressed Stamped Envelope enclosed.

1. NAME OF INDIVIDUAL OR GROUP AND ADDRESS:

Mr & Mrs Herbert Bisher Jr
RD#1 - Box 1333
Bangor, Pa 18013

2. NAME OF PERSON OR GROUP LEADER FILING THIS STATEMENT:

Mr & Mrs Herbert Bisher Jr

3. HOW MANY TRIPS DO YOU ARRANGE PER YEAR? _____

A. ARE THEY CHARTERS, FLIGHTS, TOURS, CRUISE, CAR OR OTHER?

4. WHAT AREA WITHIN PENNSYLVANIA WOULD YOU MOST LIKELY CHARTER A GROUP FOR?

A. WHAT COUNTY WOULD YOUR TRIP ORIGINATE FROM? Northampton

5. DO YOU FEEL OUR PRESENT SERVICES ARE ADEQUATE? YES NO

IF NO, PLEASE EXPLAIN _____

6. IF WE WOULD RECEIVE OUR BROKERAGE LICENSE FOR BUS TOURS WOULD YOU CONSIDER AAA FOR THIS SERVICE? Yes

7. HOW WOULD YOU RATE THE SERVICES OF YOUR TOUR COUNSELOR?

Good

8. DO YOU FEEL THERE IS A NEED FOR THIS TYPE OF SERVICE
IN OUR AREA? YES NO

ADDITIONAL COMMENTS:

Thank you for helping us serve you better!

Mr & Mrs Herbert Bisher Jr.
Signature

Mr & Mrs Herbert Bisher Jr
Print your Name

Subscribed And Sworn To Before Me
This 23rd Day of June 1988

Ann H. Casens

My Commission Expires
Dec. 3, 1991
Easton, Northampton County, PA



NORTHAMPTON COUNTY MOTOR CLUB

HECKTOWN AND COUNTRY CLUB ROADS
P.O. BOX 284
EASTON, PENNSYLVANIA 18042



Approved Sales Agent
— Domestic and World-Wide —
Travel Agents

258-2371
Area Code 215

May 11, 1988

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We are hoping to learn from this survey on ways we can improve.

We appreciate you taking the time to answer our questions and returning the form back to us in the Self Addressed Stamped Envelope enclosed.

1. NAME OF INDIVIDUAL OR GROUP AND ADDRESS:

LEHIGH CONSISTORY
1533 HAMILTON ST.
ALLENTOWN, PA. 18102

2. NAME OF PERSON OR GROUP LEADER FILING THIS STATEMENT:

LARRY G. NEWHARA

3. HOW MANY TRIPS DO YOU ARRANGE PER YEAR? 2 to 4

A. ARE THEY CHARTERS, FLIGHTS, TOURS, CRUISE, CAR OR OTHER?

4. WHAT AREA WITHIN PENNSYLVANIA WOULD YOU MOST LIKELY CHARTER A GROUP FOR?

OUR RANGE COVER EASTERN PA.

A. WHAT COUNTY WOULD YOUR TRIP ORIGINATE FROM? LEHIGH

5. DO YOU FEEL OUR PRESENT SERVICES ARE ADEQUATE? YES X NO _____

IF NO, PLEASE EXPLAIN _____

6. IF WE WOULD RECEIVE OUR BROKERAGE LICENSE FOR BUS TOURS WOULD YOU CONSIDER AAA FOR THIS SERVICE? YES

7. HOW WOULD YOU RATE THE SERVICES OF YOUR TOUR COUNSELOR?

EXCELLENT

8. DO YOU FEEL THERE IS A NEED FOR THIS TYPE OF SERVICE
IN OUR AREA? YES NO

ADDITIONAL COMMENTS:

Thank you for helping us serve you better!

Larry G. Newhard

Signature

LARRY G. NEWHARD

Print your Name

Subscribed And Sworn To Before Me
This 23rd Day of June 1988

John J. Cusano

My Commission Expires
Dec. 3, 1991
Easton, Northampton County, PA



NORTHAMPTON COUNTY MOTOR CLUB

HECKTOWN AND COUNTRY CLUB ROADS
P.O. BOX 284
EASTON, PENNSYLVANIA 18042



Approved Sales Agent
— Domestic and World-Wide —
Travel Agents

— 258-2371 —
Area Code 215

May 11, 1988

TO OUR MEMBERS:

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We are hoping to learn from this survey on ways we can improve.

We appreciate you taking the time to answer our questions and returning the form back to us in the Self Addressed Stamped Envelope enclosed.

1. NAME OF INDIVIDUAL OR GROUP AND ADDRESS:

Florence J. Green
2655 Northwood Ave
Easton, Pa. 18042

2. NAME OF PERSON OR GROUP LEADER FILING THIS STATEMENT:

Florence J. Green

3. HOW MANY TRIPS DO YOU ARRANGE PER YEAR? 1 or 2

A. ARE THEY CHARTERS, FLIGHTS, TOURS, CRUISE, CAR OR OTHER?

Flights, Tours, Car

4. WHAT AREA WITHIN PENNSYLVANIA WOULD YOU MOST LIKELY CHARTER A GROUP FOR?

Eastern Penna.

A. WHAT COUNTY WOULD YOUR TRIP ORIGINATE FROM? Northampton

5. DO YOU FEEL OUR PRESENT SERVICES ARE ADEQUATE? YES _____ NO X

IF NO, PLEASE EXPLAIN There should be more trips offered

6. IF WE WOULD RECEIVE OUR BROKERAGE LICENSE FOR BUS TOURS WOULD YOU CONSIDER AAA FOR THIS SERVICE? Yes

7. HOW WOULD YOU RATE THE SERVICES OF YOUR TOUR COUNSELOR?

Very Good.

8. DO YOU FEEL THERE IS A NEED FOR THIS TYPE OF SERVICE
IN OUR AREA? YES X NO _____

ADDITIONAL COMMENTS:

Thank you for helping us serve you better!

Florence J. Green
Signature

Florence J. Green
Print your Name

Subscribed And Sworn To Before Me
This 23rd Day of June 1988

Ann J. Casano

My Commission Expires
Dec. 3, 1991
Easton, Northampton County, PA



NORTHAMPTON COUNTY MOTOR CLUB

HECKTOWN AND COUNTRY CLUB ROADS
P.O. BOX 284
EASTON, PENNSYLVANIA 18042



Approved Sales Agent
— Domestic and World-Wide —
Travel Agents

—258-2371—
Area Code 215

May 11, 1988

TO OUR MEMBERS:

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We are hoping to learn from this survey on ways we can improve.

We appreciate you taking the time to answer our questions and returning the form back to us in the Self Addressed Stamped Envelope enclosed.

1. NAME OF INDIVIDUAL ~~OR GROUP~~ AND ADDRESS:

Imbody, John G & Jeanette
331 N. 57th St.
Allentown PA 1804

2. NAME OF PERSON OR GROUP LEADER FILING THIS STATEMENT:

(same as above)

3. HOW MANY TRIPS DO YOU ARRANGE PER YEAR? 1012

A. ARE THEY CHARTERS, FLIGHTS, TOURS, CRUISE, CAR OR OTHER?

Vary

4. WHAT AREA WITHIN PENNSYLVANIA WOULD YOU MOST LIKELY CHARTER A GROUP FOR?

A. WHAT COUNTY WOULD YOUR TRIP ORIGINATE FROM? Northampton

5. DO YOU FEEL OUR PRESENT SERVICES ARE ADEQUATE? YES X NO _____

IF NO, PLEASE EXPLAIN _____

6. IF WE WOULD RECEIVE OUR BROKERAGE LICENSE FOR BUS TOURS WOULD YOU CONSIDER AAA FOR THIS SERVICE? yes

7. HOW WOULD YOU RATE THE SERVICES OF YOUR TOUR COUNSELOR?

Good

8. DO YOU FEEL THERE IS A NEED FOR THIS TYPE OF SERVICE
IN OUR AREA? YES _____ NO X

ADDITIONAL COMMENTS:

Thank you for helping us serve you better!

J. G. Embury
Signature

J. G. Embury
Print your Name

Subscribed And Sworn To Before Me
This 23rd Day of June 1988

Ann H. Cousins

My Commission Expires
Dec. 3, 1991
Easton, Northampton County, PA



NORTHAMPTON COUNTY MOTOR CLUB

HECKTOWN AND COUNTRY CLUB ROADS
P.O. BOX 284
EASTON, PENNSYLVANIA 18042



Approved Sales Agent
Domestic and World-Wide
Travel Agents

258-2371

Area Code 215

May 11, 1988

TO OUR MEMBERS:

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We are hoping to learn from this survey on ways we can improve.

We appreciate you taking the time to answer our questions and returning the form back to us in the Self Addressed Stamped Envelope enclosed.

1. NAME OF INDIVIDUAL OR GROUP AND ADDRESS:

Betty & Carl Clark
3600 Chain D. road
Easton, Pa 18042

2. NAME OF PERSON OR GROUP LEADER FILING THIS STATEMENT:

Betty & Carl Clark

3. HOW MANY TRIPS DO YOU ARRANGE PER YEAR? 1

A. ARE THEY CHARTERS, FLIGHTS, TOURS, CRUISE, CAR OR OTHER?

Flights & car

4. WHAT AREA WITHIN PENNSYLVANIA WOULD YOU MOST LIKELY CHARTER A GROUP FOR?

A. WHAT COUNTY WOULD YOUR TRIP ORIGINATE FROM? Northampton

5. DO YOU FEEL OUR PRESENT SERVICES ARE ADEQUATE? YES NO

IF NO, PLEASE EXPLAIN good - but can improve

6. IF WE WOULD RECEIVE OUR BROKERAGE LICENSE FOR BUS TOURS WOULD YOU CONSIDER AAA FOR THIS SERVICE? yes

7. HOW WOULD YOU RATE THE SERVICES OF YOUR TOUR COUNSELOR?

good

8. DO YOU FEEL THERE IS A NEED FOR THIS TYPE OF SERVICE
IN OUR AREA? YES yes NO _____

ADDITIONAL COMMENTS:

Thank you for helping us serve you better!

Betty Clark
Signature

BETTY CLARK
Print your Name

Subscribed And Sworn To Before Me
This 23rd Day of June 1988

Anna G. Casano

My Commission Expires
Dec. 3, 1991
Easton, Northampton County, PA



NORTHAMPTON COUNTY MOTOR CLUB

HECKTOWN AND COUNTRY CLUB ROADS
P.O. BOX 284
EASTON, PENNSYLVANIA 18042



Approved Sales Agent
— Domestic and World-Wide —
Travel Agents

258-2371

Area Code 215

May 11, 1988

TO OUR MEMBERS:

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We are hoping to learn from this survey on ways we can improve.

We appreciate you taking the time to answer our questions and returning the form back to us in the Self Addressed Stamped Envelope enclosed.

1. NAME OF INDIVIDUAL OR GROUP AND ADDRESS:

Mr. + Mrs. Armando Zambone
518 Garibaldi Ave.
Roseto, Pa. 18013

2. NAME OF PERSON OR GROUP LEADER FILING THIS STATEMENT:

Nettie Zambone

3. HOW MANY TRIPS DO YOU ARRANGE PER YEAR? about 12

A. ARE THEY CHARTERS, FLIGHTS, TOURS, CRUISE, CAR OR OTHER?

Charters-tours.

4. WHAT AREA WITHIN PENNSYLVANIA WOULD YOU MOST LIKELY CHARTER A GROUP FOR?

mostly anywhere of interest

A. WHAT COUNTY WOULD YOUR TRIP ORIGINATE FROM? Northampton

5. DO YOU FEEL OUR PRESENT SERVICES ARE ADEQUATE? YES NO

IF NO, PLEASE EXPLAIN _____

6. IF WE WOULD RECEIVE OUR BROKERAGE LICENSE FOR BUS TOURS WOULD YOU CONSIDER AAA FOR THIS SERVICE? yes

7. HOW WOULD YOU RATE THE SERVICES OF YOUR TOUR COUNSELOR?

Excellent

8. DO YOU FEEL THERE IS A NEED FOR THIS TYPE OF SERVICE
IN OUR AREA? YES NO

ADDITIONAL COMMENTS:

Our last trip to Inner Harbor
was fantastic, we were four in
our group, we all enjoyed it.

Thank you for helping us serve you better!

Nettie Zambone
Signature

NETTIE ZAMBONE
Print your Name

Subscribed And Sworn To Before Me
This 23rd Day of June 1988

Ann H. Curran

My Commission Expires
Dec. 3, 1991
Easton, Northampton County, PA



NORTHAMPTON COUNTY MOTOR CLUB

HECKTOWN AND COUNTRY CLUB ROADS
P.O. BOX 284
EASTON, PENNSYLVANIA 18042



Approved Sales Agent

Domestic and World-Wide
Travel Agents

258-2371

Area Code 215

May 11, 1988

TO OUR MEMBERS:

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1. NAME OF INDIVIDUAL OR GROUP AND ADDRESS:

Marion M. Yeager
55 W. Alder St. So
Easton Pa. 18042

2. NAME OF PERSON OR GROUP LEADER FILING THIS STATEMENT:

Marion M. Yeager

3. HOW MANY TRIPS DO YOU ARRANGE PER YEAR? 4

A. ARE THEY CHARTERS, FLIGHTS, TOURS, CRUISE, CAR OR OTHER?

4. WHAT AREA WITHIN PENNSYLVANIA WOULD YOU MOST LIKELY CHARTER A GROUP FOR?

within radius of 200 miles

A. WHAT COUNTY WOULD YOUR TRIP ORIGINATE FROM? Northampton County

5. DO YOU FEEL OUR PRESENT SERVICES ARE ADEQUATE? YES NO

IF NO, PLEASE EXPLAIN _____

6. IF WE WOULD RECEIVE OUR BROKERAGE LICENSE FOR BUS TOURS WOULD YOU CONSIDER AAA FOR THIS SERVICE? yes

7. HOW WOULD YOU RATE THE SERVICES OF YOUR TOUR COUNSELOR?

Fantastic

8. DO YOU FEEL THERE IS A NEED FOR THIS TYPE OF SERVICE
IN OUR AREA? YES Yes NO

ADDITIONAL COMMENTS:

Thank you for helping us serve you better!

Marion G. Yeager

Signature

MARION G. YEAGER

Print your Name

Subscribed And Sworn To Beforoe Me
This 23rd Day of June 1988

Ann L. Casano

My Commission Expires
Dec. 3, 1991
Easton, Northampton County, PA



NORTHAMPTON COUNTY MOTOR CLUB

HECKTOWN AND COUNTRY CLUB ROADS
P.O. BOX 284
EASTON, PENNSYLVANIA 18042



Approved Sales Agent
— Domestic and World-Wide —
Travel Agents

—258-2371—
Area Code 215

May 11, 1988

TO OUR MEMBERS:

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1. NAME OF INDIVIDUAL OR GROUP AND ADDRESS:

M/M JOHN FRONHEISER
161 S. 3RD ST. REAR
LEHIGHTON PA. 18235

2. NAME OF PERSON OR GROUP LEADER FILING THIS STATEMENT:

CAROL A. FRONHEISER

3. HOW MANY TRIPS DO YOU ARRANGE PER YEAR? 2

A. ARE THEY CHARTERS, FLIGHTS, TOURS, CRUISE, CAR OR OTHER?

ALL OF ABOVE - VARIES

4. WHAT AREA WITHIN PENNSYLVANIA WOULD YOU MOST LIKELY CHARTER A GROUP FOR?

NONE

A. WHAT COUNTY WOULD YOUR TRIP ORIGINATE FROM? Northampton

5. DO YOU FEEL OUR PRESENT SERVICES ARE ADEQUATE? YES NO

IF NO, PLEASE EXPLAIN _____

6. IF WE WOULD RECEIVE OUR BROKERAGE LICENSE FOR BUS TOURS WOULD YOU CONSIDER AAA FOR THIS SERVICE? Yes

7. HOW WOULD YOU RATE THE SERVICES OF YOUR TOUR COUNSELOR?

VERY GOOD / FRIENDLY / ACCOMMODATING

8. DO YOU FEEL THERE IS A NEED FOR THIS TYPE OF SERVICE
IN OUR AREA? YES _____ NO ✓

ADDITIONAL COMMENTS:

We think the service & personnel
are first rate! We do very little
to no bus traveling - for us there's no need
to extend this service.

Thank you for helping us serve you better!

Carol A. Fronheiser

Signature

CAROL A. FRONHEISER

Print your Name

Subscribed And Sworn To Before Me
This 23rd Day of June 1988

Ann H. Casens

My Commission Expires
Dec. 3, 1991
Easton, Northampton County, PA



NORTHAMPTON COUNTY MOTOR CLUB

HECKTOWN AND COUNTRY CLUB ROADS
P.O. BOX 284
EASTON, PENNSYLVANIA 18042



Approved Sales Agent
— Domestic and World-Wide —
Travel Agents

258-2371

Area Code 215

May 11, 1988

TO OUR MEMBERS:

Looking into the future for a new and better way to service our members, we are trying to expand our business into new fields of travel.

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1. NAME OF INDIVIDUAL OR GROUP AND ADDRESS:

HERBERT L. VANOVER
2870 GREEN POND ROAD
EASTON PA. 18042

2. NAME OF PERSON OR GROUP LEADER FILING THIS STATEMENT:

HERBERT L. VANOVER

3. HOW MANY TRIPS DO YOU ARRANGE PER YEAR? 1 or 2

A. ARE THEY CHARTERS, FLIGHTS, TOURS, CRUISE, CAR OR OTHER?

AAA CRUISE LAST YEAR - CAR-FLY

4. WHAT AREA WITHIN PENNSYLVANIA WOULD YOU MOST LIKELY CHARTER A GROUP FOR?

?

A. WHAT COUNTY WOULD YOUR TRIP ORIGINATE FROM? NORTHAMPTON

5. DO YOU FEEL OUR PRESENT SERVICES ARE ADEQUATE? YES NO

IF NO, PLEASE EXPLAIN _____

6. IF WE WOULD RECEIVE OUR BROKERAGE LICENSE FOR BUS TOURS WOULD YOU CONSIDER AAA FOR THIS SERVICE? YES

7. HOW WOULD YOU RATE THE SERVICES OF YOUR TOUR COUNSELOR?

Good

8. DO YOU FEEL THERE IS A NEED FOR THIS TYPE OF SERVICE
IN OUR AREA? YES NO

ADDITIONAL COMMENTS:

Thank you for helping us serve you better!

Herbert L. Vanover

Signature

HERBERT L. VANOVER

Print your Name

Subscribed And Sworn To Before Me
This 23rd Day of June 1988

Ann H. Adams

My Commission Expires
Dec. 3, 1991
Easton, Northampton County, PA



NORTHAMPTON COUNTY MOTOR CLUB

HECKTOWN AND COUNTRY CLUB ROADS
P.O. BOX 284
EASTON, PENNSYLVANIA 18042



Approved Sales Agent
— Domestic and World-Wide —
Travel Agents

—258-2371—
Area Code 215

May 11, 1988

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We are hoping to learn from this survey on ways we can improve.

We appreciate you taking the time to answer our questions and returning the form back to us in the Self Addressed Stamped Envelope enclosed.

1. NAME OF INDIVIDUAL OR GROUP AND ADDRESS:

MR & MRS Carl L. Zembarger
RD #2 Box 2029
Banga Pa. 18013

2. NAME OF PERSON OR GROUP LEADER FILING THIS STATEMENT:

Mrs L. Zembarger

3. HOW MANY TRIPS DO YOU ARRANGE PER YEAR? 1 or 2

A. ARE THEY CHARTERS, FLIGHTS, TOURS, CRUISE, CAR OR OTHER?

4. WHAT AREA WITHIN PENNSYLVANIA WOULD YOU MOST LIKELY CHARTER A GROUP FOR?

A. WHAT COUNTY WOULD YOUR TRIP ORIGINATE FROM? Northampton

5. DO YOU FEEL OUR PRESENT SERVICES ARE ADEQUATE? YES NO
IF NO, PLEASE EXPLAIN _____

6. IF WE WOULD RECEIVE OUR BROKERAGE LICENSE FOR BUS TOURS WOULD YOU CONSIDER AAA FOR THIS SERVICE? Yes

7. HOW WOULD YOU RATE THE SERVICES OF YOUR TOUR COUNSELOR?

Good

8. DO YOU FEEL THERE IS A NEED FOR THIS TYPE OF SERVICE
IN OUR AREA? YES NO

ADDITIONAL COMMENTS:

Thank you for helping us serve you better!

Mrs. Jeannette Litzenberger
Signature

Jeannette Litzenberger
Print your Name

Subscribed And Sworn To Before Me
This 23rd Day of June 1988

Ann G. Carson

My Commission Expires
Dec. 3, 1991
Easton, Northampton County, PA



NORTHAMPTON COUNTY MOTOR CLUB

HECKTOWN AND COUNTRY CLUB ROADS
P.O. BOX 284
EASTON, PENNSYLVANIA 18042



Approved Sales Agent
— Domestic and World-Wide —
Travel Agents

—258-2371—
Area Code 215

May 11, 1988

TO OUR MEMBERS:

Looking into the future for a new and better way to service our members, we are trying to expand our business into new fields of travel.

One way of doing this is by obtaining our brokerage license so we will be able to advertise to our members, our bus trips both local and extended group tours... fully escorted.

To help us obtain this, we must take a member survey on what type of travel we have rendered for you, and how efficient our travel counselors have been in the past.

We are hoping to learn from this survey on ways we can improve.

We appreciate you taking the time to answer our questions and returning the form back to us in the Self Addressed Stamped Envelope enclosed.

1. NAME OF INDIVIDUAL OR GROUP AND ADDRESS:

Mr. & Mrs. George L. Schermerhorn

2. NAME OF PERSON OR GROUP LEADER FILING THIS STATEMENT:

George L. Schermerhorn

3. HOW MANY TRIPS DO YOU ARRANGE PER YEAR? _____

A. ARE THEY CHARTERS, FLIGHTS, TOURS, CRUISE, CAR OR OTHER?

4. WHAT AREA WITHIN PENNSYLVANIA WOULD YOU MOST LIKELY CHARTER A GROUP FOR?

A. WHAT COUNTY WOULD YOUR TRIP ORIGINATE FROM? Northampton

5. DO YOU FEEL OUR PRESENT SERVICES ARE ADEQUATE? YES NO

IF NO, PLEASE EXPLAIN _____

6. IF WE WOULD RECEIVE OUR BROKERAGE LICENSE FOR BUS TOURS WOULD YOU CONSIDER AAA FOR THIS SERVICE? Yes

7. HOW WOULD YOU RATE THE SERVICES OF YOUR TOUR COUNSELOR?

Very Good

8. DO YOU FEEL THERE IS A NEED FOR THIS TYPE OF SERVICE
IN OUR AREA? YES NO

ADDITIONAL COMMENTS:

As we older "AAA" members age still more.
we appreciate the convenience of having
some one else drive and make all arrangements

Thank you for helping us serve you better!

George L. Schermerhorn
Signature

George L. Schermerhorn
Print your Name

Subscribed And Sworn To Before Me
This 23rd Day of June 1988

Ann J. Casano

My Commission Expires
Dec. 3, 1991
Easton, Northampton County, PA



NORTHAMPTON COUNTY MOTOR CLUB

HECKTOWN AND COUNTRY CLUB ROADS
P.O. BOX 284
EASTON, PENNSYLVANIA 18042



Approved Sales Agent
— Domestic and World-Wide —
Travel Agents

—258-2371—
Area Code 215

May 11, 1988

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1. NAME OF INDIVIDUAL OR GROUP AND ADDRESS:

William + CLARA BRIXIUS
4009 CRESTVIEW AVE
EASTON PA. 18042

2. NAME OF PERSON OR GROUP LEADER FILING THIS STATEMENT:

William BRIXIUS

3. HOW MANY TRIPS DO YOU ARRANGE PER YEAR? 2-3

A. ARE THEY CHARTERS, FLIGHTS, TOURS, CRUISE, CAR OR OTHER?

CAR

4. WHAT AREA WITHIN PENNSYLVANIA WOULD YOU MOST LIKELY CHARTER A GROUP FOR?

A. WHAT COUNTY WOULD YOUR TRIP ORIGINATE FROM? _____

5. DO YOU FEEL OUR PRESENT SERVICES ARE ADEQUATE? YES NO

IF NO, PLEASE EXPLAIN _____

6. IF WE WOULD RECEIVE OUR BROKERAGE LICENSE FOR BUS TOURS WOULD YOU CONSIDER AAA FOR THIS SERVICE? YES

7. HOW WOULD YOU RATE THE SERVICES OF YOUR TOUR COUNSELOR?

VERY HELPFUL

8. DO YOU FEEL THERE IS A NEED FOR THIS TYPE OF SERVICE
IN OUR AREA? YES NO

ADDITIONAL COMMENTS:

Thank you for helping us serve you better!

William Brekus

Signature

William Brekus

Print your Name

Subscribed And Sworn To Before Me
This 23rd Day of June 1988

Alan J. Casano

My Commission Expires
Dec. 3, 1991
Easton, Northampton County, PA



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HECKTOWN AND COUNTRY CLUB ROADS
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1. NAME OF INDIVIDUAL OR GROUP AND ADDRESS:

2. NAME OF PERSON OR ~~GROUP LEADER~~ FILING THIS STATEMENT:

HENRY J. SCHULTZ

3. HOW MANY TRIPS DO YOU ARRANGE PER YEAR? 0

A. ARE THEY CHARTERS, FLIGHTS, TOURS, CRUISE, CAR OR OTHER?

4. WHAT AREA WITHIN PENNSYLVANIA WOULD YOU MOST LIKELY CHARTER A GROUP FOR?

A. WHAT COUNTY WOULD YOUR TRIP ORIGINATE FROM? NORTHAMPTON

5. DO YOU FEEL OUR PRESENT SERVICES ARE ADEQUATE? YES NO

IF NO, PLEASE EXPLAIN _____

6. IF WE WOULD RECEIVE OUR BROKERAGE LICENSE FOR BUS TOURS WOULD YOU CONSIDER AAA FOR THIS SERVICE? YES

7. HOW WOULD YOU RATE THE SERVICES OF YOUR TOUR COUNSELOR?

8. DO YOU FEEL THERE IS A NEED FOR THIS TYPE OF SERVICE
IN OUR AREA? YES ✓ NO _____

ADDITIONAL COMMENTS:

Jo & I Do NOT INTEND TO
ARRANGE TOURS - HOWEVER WE
WILL BE INTERESTED IN YOUR TOURS.

Thank you for helping us serve you better!

Signature

Henry J. Schultz

Print your Name

HENRY J. SCHULTZ

Subscribed And Sworn To Before Me
This 23rd Day of June 1988

Ann L. Cusano

My Commission Expires
Dec. 3, 1991
Easton, Northampton County, PA



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HECKTOWN AND COUNTRY CLUB ROADS
P.O. BOX 284
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1. NAME OF INDIVIDUAL OR GROUP AND ADDRESS:

Mary & Donald Doney
3540 Church Rd
Easton Pa 18042

2. NAME OF PERSON OR GROUP LEADER FILING THIS STATEMENT:

Mary M Doney

3. HOW MANY TRIPS DO YOU ARRANGE PER YEAR? 2

A. ARE THEY CHARTERS, FLIGHTS, TOURS, CRUISE, CAR OR OTHER?

Tour / Car

4. WHAT AREA WITHIN PENNSYLVANIA WOULD YOU MOST LIKELY CHARTER A GROUP FOR?

Grand Canyon of PA - Fall + Pink Floyd in Phila

A. WHAT COUNTY WOULD YOUR TRIP ORIGINATE FROM? Northampton

5. DO YOU FEEL OUR PRESENT SERVICES ARE ADEQUATE? YES NO

IF NO, PLEASE EXPLAIN _____

6. IF WE WOULD RECEIVE OUR BROKERAGE LICENSE FOR BUS TOURS WOULD YOU CONSIDER AAA FOR THIS SERVICE? Yes

7. HOW WOULD YOU RATE THE SERVICES OF YOUR TOUR COUNSELOR?

Very Good

8. DO YOU FEEL THERE IS A NEED FOR THIS TYPE OF SERVICE
IN OUR AREA? YES NO

ADDITIONAL COMMENTS:

Bus Tours would be a great
service for both members
& non-members-

Thank you for helping us serve you better!

Mary M Davey
Signature

MARY M DAVEY
Print your Name

Subscribed And Sworn To Before Me
This 23rd Day of June 1988

Ann L. Carson

My Commission Expires
Dec. 3, 1991
Easton, Northampton County, PA



NORTHAMPTON COUNTY MOTOR CLUB



HECKTOWN AND COUNTRY CLUB ROADS
P.O. BOX 284
EASTON, PENNSYLVANIA 18042

258-2371
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May 11, 1988

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1. NAME OF INDIVIDUAL OR GROUP AND ADDRESS:

Wayne & Lee Litzenberger
357 No. Multon Ave.
Easton, Pa 18042

2. NAME OF PERSON OR GROUP LEADER FILING THIS STATEMENT:

Lee Litzenberger

3. HOW MANY TRIPS DO YOU ARRANGE PER YEAR? _____

A. ARE THEY CHARTERS, FLIGHTS, TOURS, CRUISE, CAR OR OTHER?

4. WHAT AREA WITHIN PENNSYLVANIA WOULD YOU MOST LIKELY CHARTER A GROUP FOR?

A. WHAT COUNTY WOULD YOUR TRIP ORIGINATE FROM? Northampton County Motor Club

5. DO YOU FEEL OUR PRESENT SERVICES ARE ADEQUATE? YES NO

IF NO, PLEASE EXPLAIN _____

6. IF WE WOULD RECEIVE OUR BROKERAGE LICENSE FOR BUS TOURS WOULD YOU CONSIDER AAA FOR THIS SERVICE? Yes

7. HOW WOULD YOU RATE THE SERVICES OF YOUR TOUR COUNSELOR?

Excellent

8. DO YOU FEEL THERE IS A NEED FOR THIS TYPE OF SERVICE
IN OUR AREA? YES NO

ADDITIONAL COMMENTS:

The last that trip originated
from the motor club / on additional
service plus very organized by Doni

Thank you for helping us serve you better!

Lee Litzemberger
Signature

Lee Litzemberger
Print your Name

Subscribed And Sworn To Before Me
This 23rd Day of June 1988

Ann H. Cousins

My Commission Expires
Dec. 3, 1991
Easton, Northampton County, PA



NORTHAMPTON COUNTY MOTOR CLUB

HECKTOWN AND COUNTRY CLUB ROADS
P.O. BOX 284
EASTON, PENNSYLVANIA 18042



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1. NAME OF INDIVIDUAL OR GROUP AND ADDRESS:

Mrs & Mrs James E. Tracey
105 Rose Hill Ave
Phillipsburg N.J. 08865

2. NAME OF PERSON OR GROUP LEADER FILING THIS STATEMENT:

Same as above

3. HOW MANY TRIPS DO YOU ARRANGE PER YEAR? 3

A. ARE THEY CHARTERS, FLIGHTS, TOURS, CRUISE, CAR OR OTHER?

4. WHAT AREA WITHIN PENNSYLVANIA WOULD YOU MOST LIKELY CHARTER A GROUP FOR?

A. WHAT COUNTY WOULD YOUR TRIP ORIGINATE FROM? Northampton

5. DO YOU FEEL OUR PRESENT SERVICES ARE ADEQUATE? YES NO

IF NO, PLEASE EXPLAIN _____

6. IF WE WOULD RECEIVE OUR BROKERAGE LICENSE FOR BUS TOURS WOULD YOU CONSIDER AAA FOR THIS SERVICE? yes

7. HOW WOULD YOU RATE THE SERVICES OF YOUR TOUR COUNSELOR?

Excellent

8. DO YOU FEEL THERE IS A NEED FOR THIS TYPE OF SERVICE
IN OUR AREA? YES NO

ADDITIONAL COMMENTS:

Thank you for helping us serve you better!

James E Tracey
Signature

JAMES E. TRACEY
Print your Name

Subscribed And Sworn To Before Me
This 23rd Day of June 1988

Ann G. Lusano

My Commission Expires
Dec. 3, 1991
Easton, Northampton County, PA