



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

August 12, 1988

IN REPLY PLEASE
REFER TO OUR FILE

William A. Gray
Attorney at Law
2310 Grant Building
Pittsburgh, PA 15219

In re: A-00107560, F. 1, Am-A - Application of Al's Leasing, Inc.

Dear Mr. Gray:

The above referenced application has been assigned for review without an oral hearing. In order to reach a determination on the application, you are being requested to file a verified statement in accordance with 52 Pa. Code §3.381(e)(1). You will be required to file:

A. VERIFIED STATEMENT OF APPLICANT.

The verified statement should be in paragraph form. Each heading contained in the attached minimum outline should be a separate section or paragraph.

You are being granted an initial thirty (30) days in which to file the verified statement. The statement is due on or before September 12, 1988.

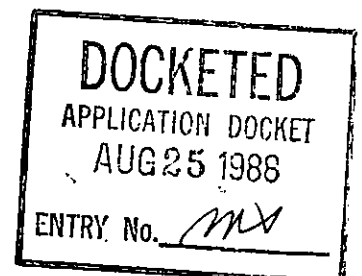
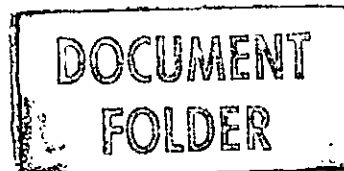
If additional time is required, it may be requested by telephone but should be followed in writing with the reasons for the extension stated.

Questions about your application should be directed to William P. Hoshour (717) 787-5513.

Very truly yours,

By William P. Hoshour
For Peter S. Marzolf, Supervisor
Technical Review Section
Bureau of Transportation

WPH:11



SMW

LAW OFFICES

VUONO, LAVELLE & GRAY

JOHN A. VUONO
WILLIAM J. LAVELLE
WILLIAM A. GRAY
MARK T. VUONO
RICHARD R. WILSON
DENNIS J. KUSTURISS

2310 GRANT BUILDING
PITTSBURGH, PA. 15219

(412) 471-1800

August 29, 1988

Re: Application of Al's Leasing, Inc.
Docket No. A-00107560, F.1, Am-A
Our File 3340-1

RECEIVED

AUG 31 1988

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

SECRETARY'S OFFICE
Public Utility Commission

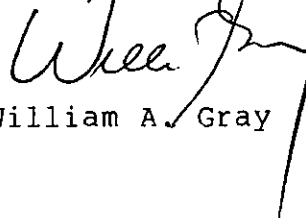
Dear Mr. Rich:

We enclose for filing with the Commission the signed original and two copies of Applicant's Verified Statement in connection with the above-captioned application proceeding.

Please acknowledge receipt and filing of the enclosed on the duplicate copy of this letter of transmittal and return it to the undersigned in the stamped, self-addressed envelope provided.

Very truly yours,

VUONO, LAVELLE & GRAY



William A. Gray

cr

Enclosures

cc: Al's Leasing, Inc.

DOCUMENT
FOLDER

BEFORE THE
Pennsylvania Public Utility Commission

RECEIVED

AUG 31 1988

DOCKET NO. A-00107560, F.1, Am-A

AL'S LEASING, INC.

SECRETARY'S OFFICE
Public Utility Commission

APPLICANT'S VERIFIED STATEMENT

WILLIAM A. GRAY, ESQ.
Attorney for Applicant

Of Counsel:
VUONO, LAVELLE & GRAY
2310 Grant Building
Pittsburgh, Pennsylvania 15219

Due Date: September 12, 1988

DOCKETED
APPLICATION DOCKET
SEP 1 1988
ENTRY No. *MO*

DOCUMENT
FOLDER

Before the
PENNSYLVANIA PUBLIC UTILITY COMMISSION

DOCKET NO. A-00107560, F.1, Am-A
AL'S LEASING, INC.

APPLICANT'S VERIFIED STATEMENT

I. STATEMENT OF THE CASE

By application published in the Pennsylvania Bulletin dated July 16, 1988, Al's Leasing, Inc. (Al's Leasing or applicant) seeks authority to operate as a contract carrier transporting:

Property (except in dump vehicles), for The Paper Magic Group, Inc., between points in Pennsylvania.

No protests were filed to this application. Since the application is unopposed, it is being handled without an oral hearing.

Applicant now submits its verified statement in support of the application.

II. VERIFIED STATEMENT OF APPLICANT

1. Legal Name and Domicile of Applicant.

Applicant is Al's Leasing, Inc. (Al's Leasing). Al's Leasing is a Pennsylvania corporation with its principal offices located at R.D. #1, Canton, Pennsylvania 17724.

2. Identity and Qualifications of Testifying Witness.

My name is Elwood W. Snyder and my business address is R.D. #1, Canton, PA 17724. I am the President of Al's Leasing. I am familiar with the operations, equipment and facilities of Al's Leasing. I am authorized to testify in support of this application.

3. Affiliation With Other Carriers.

Applicant is not affiliated with any other carriers licensed by this Commission, except as set forth herein. Elwood W. Snyder is an officer, director and a part owner of the applicant. Mr. Snyder is also part owner and a corporate officer in another PUC licensed carrier by the name of Delmot Motor Express, Inc. (Docket No. A-91480). Delmot is a motor common carrier.

4. Authority Sought.

The authority sought is as follows:

Property (except in dump vehicles), for The Paper Magic Group, Inc., between points in Pennsylvania.

5. General Description of Present Authorized Operations.

Al's Leasing presently has contract carrier authority to transport property (except in bulk), for Shop-Vac Corp. and its wholly-owned subsidiary, Canton Manufacturing Corp., between points in Pennsylvania.

6. Duplicating Authority Resulting From Grant of Application.

There will not be any duplicating authority resulting from a grant of this application.

7. Dual Operations Resulting From Grant of Authority.

There will not be any dual operations resulting from a grant of this application.

8. Pertinent Terminal Facilities and Communications Network.

Al's Leasing has its only terminal facilities located in Canton, PA and Elmira Heights, NY.

Al's Leasing operates under a central dispatch procedure. Thus, equipment terminating at any point can be made available on short notice to make pickups and deliveries.

9. Pertinent Equipment.

At the present time, Al's Leasing owns 24 tractors and 76 trailers and leases 2 tractors. All of this equipment is in good working order.

10. Safety Program.

Al's Leasing maintains a rigid safety program, which includes periodic safety meetings, and administers the compliance by its employees with applicable safety regulations.

11. Type of Service to Be Offered.

Al's Leasing will provide whatever services are required by the supporting shipper in this proceeding.

Scheduled pickup and delivery service, as well as expedited pickup and delivery service, will be provided. Multiple pickup and delivery service will also be provided, if required.

There are no service problems in connection with the proposed operation which Al's Leasing cannot meet.

12. Financial Data.

There is attached hereto as Appendix A the latest available financial statements of Al's Leasing. Al's Leasing is financially capable of providing the service sought by this application.

13. Feasibility of Operations and Environmental Impact.

Al's Leasing will be able to coordinate the involved shipments for the supporting shipper with its existing interstate movements in order to substantially eliminate deadhead miles. In any event, there will be no adverse impact on the quality of the human environment.

14. Additional Pertinent Information.

Al's Leasing is familiar with the transportation requirements of the supporting shipper and will have no difficulty in providing the service required by the supporting shipper. Al's Leasing is aware that the supporting shipper has shipments throughout Pennsylvania and therefore requires statewide service. Al's Leasing will be able to provide a responsive contract carrier service to the supporting shipper if this application is granted.

Al's Leasing urges the Commission to grant it statewide authority to serve the shipper so that it can provide a complete service to the shipper.

15. Shipper Information.

The Paper Magic Group, Inc. is a manufacturer of labels and various associated paper products. The commodities shipped by Paper Magic within Pennsylvania will include labels, tags, seals, writing tablets, cutouts and raw paper in rolls.

AL'S LEASING, INC.
Balance Sheet
June 30, 1988 and 1987

ASSETS

	<u>1988</u>	<u>1987</u>
Current assets		
Cash	\$ 171,536	\$ 78,030
Accounts receivable	188,769	73,575
Prepaid taxes	<u>3,040</u>	<u>14,808</u>
Total current assets	363,345	166,413
Property and equipment, less accumulated depreciation of \$449,543 and \$211,883	 <u>708,840</u> \$1,072,185	 <u>362,853</u> \$529,266
	=====	=====

LIABILITIES AND STOCKHOLDER'S EQUITY

Current liabilities		
Payroll withholdings payable	\$ 2,433	\$ 15,756
Accrued corporate taxes	0	90,779
Note payable, bank - current portion	0	28,850
Note payable, other - current portion	<u>25,005</u>	<u>0</u>
Total current liabilities	27,438	135,385
Note payable, bank - less current portion	0	44,517
Note payable, other - less current portion	62,512	0
Notes payable, related parties	<u>352,414</u>	<u>137,684</u>
Total liabilities	442,364	317,586
Stockholder's equity		
Common stock	30,000	30,000
Retained earnings	<u>599,821</u>	<u>181,680</u>
Total stockholder's equity	629,821	211,680
	\$1,072,185	\$529,266
	=====	=====

AL'S LEASING, INC.
Statement of Income and Retained Earnings
Six Months Ended June 30, 1988 and 1987

	<u>1988</u>	<u>1987</u>
Net sales (Schedule I)	\$1,110,402	\$701,180
Cost of sales (Schedule I)	<u>672,514</u>	<u>420,397</u>
Gross profit	437,888	272,783
Selling, general, and administrative expenses (Schedule II)	<u>99,306</u>	<u>51,002</u>
Operating income	338,582	221,781
Other income (expense)		
Interest income	1,200	960
Other income	11,832	200
Interest expense	<u>(11,978)</u>	<u>(12,072)</u>
Net income before taxes	339,636	210,869
Provision for income taxes	<u>0</u>	<u>89,860</u>
NET INCOME	339,636	121,009
Retained earnings, January 1	<u>303,495</u>	<u>60,671</u>
	643,121	181,680
Distributions to stockholder	<u>(43,300)</u>	<u>0</u>
Retained earnings, June 30	\$ 599,821 =====	\$181,680 =====

AL'S LEASING, INC.
Schedule I, Sales and Cost of Sales
Six Months Ended June 30, 1988 and 1987

	<u>1988</u>	<u>1987</u>
Sales		
Elmira	\$ 56,010	\$ 32,560
Williamsport	229,011	110,069
Canton	44,532	23,107
Corning	33,157	60,397
Rochester	75,221	650
Binghamton	82,298	51,562
Greencastle	133,892	121,790
Miscellaneous	270,444	227,141
Lease income	16,513	78,268
Pickups, deliveries, and collections		
Rochester	169,900	0
	<u>1,110,978</u>	<u>705,544</u>
Refunds and claims	576	4,364
NET SALES	<u>1,110,402</u>	<u>701,180</u>
Cost of sales		
Wages - drivers	251,524	132,508
Payroll taxes and insurance	51,160	29,646
Group health insurance	126	0
Group pension	2,000	0
Revenue equipment lease expense	46,734	108,359
Fuel	127,924	66,006
Oil and lubricants	4,017	1,083
Vehicle parts	32,027	6,823
Vehicle maintenance	22,745	10,778
Depreciation	117,602	53,706
Tires	10,161	12,917
Road drivers' expenses	4,517	3,713
Violations and fines	320	722
Other operating supplies and expenses	1,657	2,136
Total cost of sales	<u>672,514</u>	<u>428,397</u>
GROSS PROFIT	<u>\$ 437,888</u>	<u>\$272,783</u>
	=====	=====
Gross profit percentage	39.4%	38.9%
	=====	=====

AL'S LEASING, INC.

Schedule II, Selling, General, and Administrative Expenses
Six Months Ended June 30, 1988 and 1987

	<u>1988</u>	<u>1987</u>
Officer's salary	\$ 7,000	\$ 0
Payroll taxes and insurance	1,582	0
Administrative fees	7,650	5,650
Office supplies and expenses	3,061	1,337
Dues and subscriptions	0	68
Tariffs and schedules	398	1,640
Advertising	411	11
Supervisor's expenses	0	47
Other employees' expenses	360	162
Gas, diesel, and oil taxes	5,955	3,721
Vehicle license and registration fees	14,422	9,193
Highway use taxes	11,912	2,505
Other operating taxes	1,089	2,792
Insurance	21,733	12,283
Utilities	1,019	1,548
Depreciation	5,743	2,170
Building rents	4,750	3,350
Professional services - accounting	1,800	1,327
Professional services - legal	3,388	1,513
Self-insurance claims	1,034	1,453
Repairs and maintenance	2,823	0
Office equipment rents	0	111
Penalties	<u>3,176</u>	<u>121</u>
	\$ 99,306	\$ 51,002
	=====	=====
Percentage of net sales	8.9%	7.3%
	====	====

III. CONCLUSION

For the reasons set forth in the foregoing statement submitted in support of the application, Al's Leasing, Inc. respectfully requests that the Commission grant the application in its entirety.

Respectfully submitted,



WILLIAM A. GRAY
Attorney for AL'S LEASING, INC.,
Applicant

VUONO, LAVELLE & GRAY
2310 Grant Building
Pittsburgh, PA 15219
(412) 471-1800

Due Date: September 12, 1988



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

September 2, 1988

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REFER TO OUR FILE

William A. Gray
Attorney at Law
2310 Grant Building
Pittsburgh, PA 15219

In re: A-00107560, F. 1, Am-A - Application of Al's Leasing, Inc.

Dear Mr. Gray:

We have received the verified statements filed in the above referenced proceeding.

The record will be reviewed and will be put before the Commission for its decision. You will be notified of the Commission's action.

Very truly yours,

By William P. Hoshour
For Peter S. Marzolf, Supervisor
Technical Review Section
Bureau of Transportation

WH:rs

