



# SATALOFF TRANSPORTATION CONSULTANTS, INC.

MAILING ADDRESS: P.O. BOX 1385 • Mt. Laurel, NJ 08054-7385  
(856) 727-3838 FAX: (856) 727-4844

Kenneth D. Sataloff, President

October 7, 2014

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

RECEIVED  
2014 OCT - 6 AM 11:43  
PA.P.U.C.  
SECRETARY'S BUREAU

Dear Secretary Chiavetta:

Enclosed herewith are three (3) copies of Tariff Freight Pa. P.U.C. No. 4 cancelling Tariff Freight Pa. P.U.C. No. 3, issued by Canterbury International Incorporated at A-00121505, and sent to you for filing in compliance with the requirements of the Pennsylvania Public Utility Law.

Two (2) copies should be forwarded to Mr. Robert Bingaman, Compliance Manager, of the Bureau of Technical Utility Services and one (1) copy to the Secretary's staff for scanning and information.

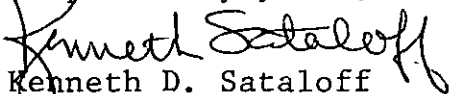
The proposed Tariff Freight Pa. P.U.C. No.4 lists increases in hourly rates for shipments of household goods in use traveling forty (40) miles and less.

Attached is justification information to support the proposed increase of 7.7% applying to the hourly rates for shipments of household goods in use transported distances of forty (40) miles and less.

The proposed tariff is being filed on sixty (60) day's notice and tentatively scheduled effective date of December 8, 2014 unless further suspended.

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

Respectfully yours,

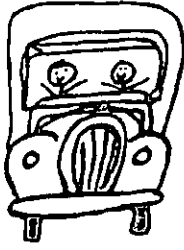
  
Kenneth D. Sataloff

President

KDS/mlm

Enclosures

cc: Mr. Raymond J. Coll, Vice President



# TWO MEN AND A TRUCK. "Movers Who Care.®"

3555 Valley Drive  
Pittsburgh, PA 15234

412-881-1111  
Fax: 412-835-6204  
[www.twomenandatruck.com](http://www.twomenandatruck.com)

September 10, 2014

Mr. Kenneth D. Sataloff  
Tristate Household Goods Tariff Conference, Inc.  
PO Box 1385  
Mt. Laurel, NJ 08054-7385

Re: Rate Increase

Dear Ken,

As we discussed, we have operating cost increases for the following items:

Equipment Maintenance & Garage Expense	\$96,624.00
Insurance & Safety Expense	45,888.00
Terminal or Station Expense	18,731.00
Administration & General Expense	33,704.00
Total	\$194,947.00

If you have any questions, please call me.

Very truly yours,

CANTERBURY INTERNATIONAL, INC. dba  
TWO MEN AND A TRUCK

Raymond J. Coll  
Vice President

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SECRETARY'S BUREAU

Contact Person: Kenneth D. Sataloff Area Code and Phone Number: (856) 231-9012

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

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

Canterbury International, Inc., dba

Carrier Name: TWO MEN AND A TRUCK

Certificate No. A-00121505

Carrier Address: 3555 Valley Drive, Pittsburgh, PA 15234

Freight Pa. P.U.C. No. 4 Supplement No.      to Freight Pa. P.U.C. No.     

Revised Page No.(s)      to Freight Pa. P.U.C. No.     

Issued Date: 10/8/14 Effective Date: 12/8/14

Designate Increase Applicable To This Filing	Percentage Of This Increase	Intrastate Increase In Revenue Dollars	*Percentage Of Total Intrastate Traffic Affected
<input type="checkbox"/> All Rates and Charges			
<input type="checkbox"/> Accessorial Charges			
<input type="checkbox"/> Rules			
<input checked="" type="checkbox"/> Hourly Rates	7.7%	\$196,011	90%
<input type="checkbox"/> Mileage Rates	(90% of \$2,828,443 = \$2,545,598 x 7.7% equals \$196,011)		

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

In accordance with Pa. Code, Title 52, Section 23.67, I certify my gross annual Pennsylvania Intrastate revenue was (amount) \$ \$2,828,443.00 for the calendar year ending 12-31-2013, operating ratio was 96.19 % for the same period of time. If available, a more current 12-month period should be provided.

I certify for calendar year ending 12-31-2013 my gross annual Pennsylvania Intrastate revenue was less than \$200,000.00, and with operating ratio of no less than 93% before income taxes.

I certify for calendar year ending 12-31-2013 my total operating revenues amounted to \$ 3,280,109.00. I certify for calendar year ending 12-31-2013 my total operating expenses amount to \$ 3,161,210, or an operating ratio of 96.4%

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



Raymond J. Coll, Vice President

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 SECRETARY'S BUREAU

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

CARRIER NAME: Canterbury International, Inc., dba  
~~TWO MEN AND A TRUCK~~

A-00121505

(A) - <u>OPERATING REVENUES</u>	<u>OPERATING INCOME STATEMENT</u>		PRIOR ADJUSTMENTS CLAIMED	PROJECTED YEAR ENDED
	BASE YEAR ENDED	ADJUSTMENTS CLAIMED		
Interstate Oper. Rev.	451,666	22,583	<del>X</del>	6474,249
Intrastate Oper. Rev.	2,828,443	196,011		3,024,454
TOTAL (A)	3,280,109	218,594		3498,703
 (B) - <u>OPERATING EXPENSES</u>				
1. Equipment Maintenance & Garage Expense Total	161,760	96,624	<del>X</del>	258,384
2. Transportation Expense Total	1,747,089	—		1,747,089
3. Terminal or Station Expense Total	137,198	18,731		155,929
4. Traffic Solicitation or Sales, Tariffs & Advertising Expense Total	98,948	—		98,948
5. Insurance & Safety Expense Total	141,621	45,888		187,509
6. Administrative & General Expense Total	860,200	33,704		893,904
7. Operating Taxes & License Expense Total	Above	—		—
8. Depreciation & Amortization Expense Total	14,394	—		14,394
9. (Gain) or Loss on Disposition of Operating Assets - Net Total	-0-	—		—
TOTAL (B)	3,161,210	194,947	3,356,157	
NET OPERATING REVENUE (LOSS) (A) - (B)	118,899			
OTHER INCOME	-0-			
OTHER INCOME DEDUCTIONS	-0-			
NET INCOME BEFORE INCOME TAXES	118,899			
TOTAL INCOME TAXES - STATE & FED.	S Corporation			
NET INCOME AFTER INCOME TAXES	118,899			
OPERATING RATIO BEFORE INCOME TAXES (B) - (A)	96.4%			95.9%

Certificate No. A-00121505 and  
F. 1, Am-A and A-2011-2251336

FREIGHT PA. P.U.C. NO. 4  
FREIGHT PA. P.U.C. NO. 3

CANTERBURY INTERNATIONAL, INCORPORATED  
t/d/b/a  
Two Men and A Truck

RECEIVED  
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PA.P.U.C.  
SECRETARY'S BUREAU

LOCAL MOTOR FREIGHT TARIFF

NAMING

RATES, RULES AND REGULATIONS

GOVERNING

THE RIGHT

To transport, as a common carrier, by motor vehicle,  
household goods in use, between points in the county  
of Allegheny.

Folder 1, Am-A

To transport, as a common carrier, by motor vehicle,  
household goods in use, from points in Allegheny  
County, to points in Pennsylvania, and vice versa.

A-2011-2251336

To transport, as a common carrier, by motor  
vehicle, household goods in use, from points  
in the counties of Beaver, Butler, Westmoreland  
and Fayette to points in Pennsylvania and vice versa.

For reference to Governing Publications, see Item 10 of Tariff.

ISSUED: OCTOBER 8, 2014

EFFECTIVE: DECEMBER 8, 2014

ISSUED BY:

Raymond J. Coll, Vice President  
3555 Valley Drive  
Pittsburgh, PA 15234

SECTION 1  
RULES AND REGULATIONS

ITEM 10 - GOVERNING PUBLICATIONS

Except as otherwise provided herein for rates, rules, regulations and provisions applicable to the transportation of household goods in use, see Tariff Freight Pa. P.U.C. No. 53 (Carrier Directory), loose-leaf revisions thereto and reissues thereof, issued by Tristate Household Goods Tariff Conference, Inc., Agent.

ITEM 20 - DECLARED VALUE    Ⓢ

Rates and charges named herein applicable when value declared by shipper does not exceed sixty (60) cents per pound, per article. For method of determining rates when value declared exceeds sixty (60) cents, see provisions in Governing Publication.

ITEM 30 - CLASSIFICATION OF PROPERTY

Class 1 shipments are personal effects and property used or to be used in a dwelling when a part of the equipment or supply of such dwelling and such other similar property; except that this subparagraph shall not be construed to include property moving from a factory or store, except such property as the householder has purchased with the intent to use in his dwelling and which is transported at the request of, and the transportation charges paid to the carrier by the householder.

Abbreviations, reference marks and symbols explained on last page of tariff.

SECTION 2  
ADDITIONAL SERVICE

ITEM 200 • SUBJECT	PER:	PACKING CONTAINER CHARGES (IN CENTS)
PACKING CONTAINER CHARGES as shown below apply at all points and includes containers and materials which remain the property of the consignee.		
DRUM; DISH-PACK (Drum, dish-pack, barrel or other specially designed containers of not less than 5 cubic feet capacity for use in packing glass-ware, chinaware, bric-a-brac, table lamps or similar fragile articles).....	Each	675
DISH-PACK CELLS .....	Each	600
CARTONS:		
Less than 3 c.f. (Not less than 200 pound test)..	Each	175
3 c.f. (Not less than 200 pound test) .....	Each	260
4.5 c.f. (Not less than 200 pound test) .....	Each	325
6.0 c.f. (Not less than 200 pound test) .....	Each	400
WARDROBE CARTON (Not less than 10 c.f.)with bar		
Rent .....	Each	600
Purchase .....	Each	1300
MIRROR/PICTURE CARTON		
(30" x 40") .....	Each	500
(30" x 60") .....	Each	700
FILE BOX .....	Each	500
MATTRESS BAGS (C)		
All sizes .....	Each	800
(C) MOVING PADS (USED) .....	Each	1000
BUBBLE WRAP anti static 40 square feet .....	Each	400
PACKING PAPER (per pound) .....	Each	100
PAPER PADS (48" x 72") .....	Each	350
TAPE (Roll) .....	Each	175

In lieu of the applicable rates shown in Tariff Freight Pa. P.U.C. No. 50, the container charges above will apply plus \$41.00 per hour per packer. Fractions of an hour calculated to the nearest quarter-hour.

Abbreviations, reference marks and symbols explained on last page of tariff.

SECTION 3  
HOURLY RATES

ITEM 300

The following hourly rates apply on Class 1 shipments (Item 30) originating in Allegheny, Beaver, Butler, Westmoreland and Fayette counties and transported distances of forty (40) miles and less.

Subject to Notes 1 to 6 below, the transportation charges on any shipment shall be a COMBINATION of the applicable TRAVELING CHARGE named in Column 1 plus HOURLY CHARGE at applicable rates named in Columns 2, 3 and 4.

EQUIPMENT AND MEN	COLUMN 1	COLUMN 2	COLUMN 3	COLUMN 4
	TRAVELING CHARGES ANY DAY	HOURLY RATES (IN DOLLARS)		
		WEEKDAYS AND HOUR (A)	SUNDAYS AND HOLIDAYS ANY HOUR (A)	SATURDAYS ANY HOUR (A)
Vehicle, Driver and one helper ...	SEE	100.00	140.00	110.00
Additional Men; Each.....	NOTE 5	40.00	50.00	40.00
Supervisors; Each..		50.00	60.00	50.00

NOTE 1 - Traveling charges (Column 1) are in addition to hourly rates (Columns 2, 3 and 4).

NOTE 2 - Hourly rates (Columns 2, 3 and 4) are based on the day or days, or periods of days, as indicated during which services are performed.

NOTE 3-- Hourly rates (Columns 2, 3 and 4) computed in quarter hour periods; fractions of one-quarter hour considered one-quarter hour.

NOTE 4 - When a holiday falls on a weekday or Saturday, the rates named in Columns 1 and 3 shall be applicable.

NOTE 5 - Applicable travel charge will be determined based on the distance from terminal to either the origin or destination of shipment, whichever furthest.

(C)

M I L E S  
Over: Not Over

0	10	One (1) hour
10	15	One and one-half (1½) hours
15	20	Two (2) hours
20	40	Three (3) hours

Any travel outside Allegheny County minimum two (2) hours travel. Travel charge shall be measured from the "Point" in downtown Pittsburgh.

NOTE 6 - Minimum transportation charges: Sundays and holidays : six (6) hours at rates named in Column 3 plus applicable travel charge. Weekdays two (2) hours at rates named in Column 2 plus applicable travel charge. Saturdays four (4) hours at rates in Column 4 plus applicable travel charge.

(C)

Abbreviations, reference marks and symbols explained on last page of Tariff



EXPLANATION OF ABBREVIATIONS, REFERENCE MARKS AND SYMBOLS

Am ..... Amendment  
A.M. .... Before noon  
Concl'd.. Concluded  
Cont'd .. Continued  
Co. .... Company  
Cy ..... County  
C.F. .... Cubic foot  
Inc. .... Incorporated  
No. .... Number  
Pa or PA. Pennsylvania  
P.M. .... Afternoon  
P.U.C. ... Public Utility Commission

(A) or ◆ ..... Denotes increase  
(C) or ▲ ..... Denotes addition or change  
(R) or ▼ ..... Denotes reduction  
⊙ ..... Denotes no change  
x ..... Denotes times  
" ..... Denotes inches  
\$ ..... Denotes dollars  
& ..... Denotes and

Abbreviations, reference marks and symbols explained on last page of tariff.