

DAVID H. RADCLIFF, P.C.
2216 WALNUT STREET
HARRISBURG, PA 17103

DAVID H. RADCLIFF

TELEPHONE: (717) 236-9318

July 19, 1993
File: 1229.5

RE: NORTH AMERICAN BULK TRANSPORT, INC., A.108408. F.1,Am-C
(Fly Ash)


John Alford, Secretary
Pennsylvania Public Utility Commission
P.O. Box 3265
Harrisburg, PA 17120

Dear Secretary Alford:

I enclose the original and one copy of the verified statements in the above application proceeding. These are filed in accordance with the letter of Lawrence Keener-Farley in the Technical Review Section.

By copy of this letter, copies of the verified statements are being forwarded to the applicant and the Technical Review Section.

Very truly yours,


David H. Radcliff

DHR/dtr
c:\wp51\forms\vs.1tr

cc: Lawrence Keener-Farley
Technical Review Section
Bureau of Transportation
Pennsylvania Public Utility Commission
P.O. Box 3265
Harrisburg, PA 17120

Richard H. Prevette
Director of Commerce
North American Bulk Transport, Inc.
P.O. Box 754
Milwaukee, WI 53201-0754

DOCUMENT
FOLDER

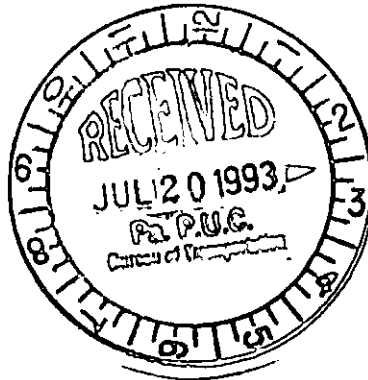
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PA. P. U. C.
INFO. CONTROL DIV.



BEFORE THE
PENNSYLVANIA PUBLIC UTILITY
COMMISSION

VERIFIED STATEMENT OF
SAMUEL B. WASSON IN SUPPORT OF
APPLICATION

In Re: NORTH AMERICAN BULK TRANSPORT, INC.
A.108408, F. 1, Am-C

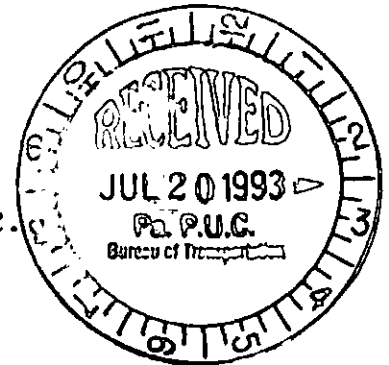


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PA. P. U. C.
INFO. CONTROL DIV.

DAVID H. RADCLIFF, P.C.
David H. Radcliff, Esquire
2216 Walnut Street
Harrisburg, PA 17103

DATE FILED: July 19, 1993

VERIFIED STATEMENT OF SAMUEL B. WASSON
FOR
NORTH AMERICAN BULK TRANSPORT, INC.



1. LEGAL NAME AND DOMICILE OF APPLICANT

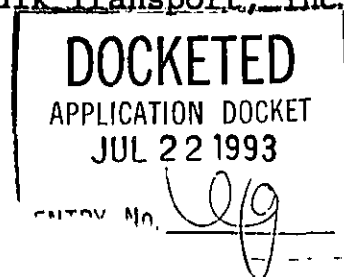
NORTH AMERICAN BULK TRANSPORT, INC.
P.O. Box 754
Milwaukee, WI 53201-0754
Telephone: (414) 671-3039

2. IDENTITY AND QUALIFICATIONS OF PERSON MAKING STATEMENT FOR APPLICANT

My name is Samuel B. Wasson and I am Vice President of North American Bulk Transport, Inc. I have been employed by the company for more than six years and have held this position the entire time. I have thirty-five years experience in the transportation field. My duties as Vice President involve management of all aspects of the transportation operations of the company. I am familiar with this company's authorities, facilities, equipment and service operations. I am authorized to give this statement.

3. IS THE APPLICANT AFFILIATED WITH OTHER CARRIERS?

The parent company of North American Bulk Transport, Inc, is Evergreen Holding Corp., a Wisconsin corporation. As noted in previous application proceedings before this Commission, Evergreen Holding Corp. also owns and controls Schwerman Trucking Co. which holds authority from this Commission at A.92811, folders and amendments thereto. Evergreen Holding Corp. acquired this company in 1987 and by order entered January 7, 1993, its name was changed from C. T. Hertzsch, Inc., to North American Bulk Transport, Inc.



4. AUTHORITY SOUGHT

In this proceeding we seek the following authority:

To transport, as a common carrier, fly ash, in bulk in tank vehicles, between points in Pennsylvania.

All protests to the application were withdrawn. No amendments were made and the case is now ready for decision.

5. GENERAL SCOPE OF CURRENTLY AUTHORIZED OPERATIONS

Applicant holds authority from this Commission and thereunder renders a specialized service in the transportation of commodities for the cement industry. I have attached as Exhibit 1 a copy of our current authority.

In addition, Applicant has interstate operating authority at MC-114241 and intrastate operating from the states of Indiana, Kentucky, Ohio and West Virginia. North American Bulk Transport is actively serving the cement industry under its various operating authorities.

6. DUPLICATING AUTHORITY

Applicant's current Pennsylvania authority under its lead certificate has a restriction against the transportation of fly ash. No duplicating authority will result from approval this application.

7. DUAL OPERATIONS

No dual operations will result in approval of the authority sought in this application.

8. PRESENT TERMINAL FACILITIES AND COMMUNICATIONS NETWORK

Applicant's Pennsylvania terminals are located at Northampton

and Stockertown. Each terminal facility consists of terminal manager's office, a dispatcher's office, a two bay garage, a maintenance facility and a parking area adequate for the equipment and for the staff.

Additional terminals are maintained in Indiana, Ohio and West Virginia. We are presently providing service throughout Pennsylvania in both interstate and intrastate commerce utilizing equipment from throughout our system. No additional terminals would be required to provide service under this application.

9. PERTINENT EQUIPMENT

At the Northampton terminal, we operate thirty-six diesel tractors, forty-five tank trailers and fourteen flatbed trailers. We have additional units that are not cement industry related based at the Northampton terminal as well. At the Stockertown terminal, we have ten tractors, ten tank trailers and two flatbed trailers. All of this equipment, plus equipment from the Ohio and West Virginia terminals, are available for service between points in Pennsylvania. Applicant has system-wide, including the Pennsylvania based equipment described above, eighty-six tractors, 122 tank trailers and twenty-one flatbed trailers. This equipment is moved from one terminal to another as business demands change. Additional equipment can be acquired as shipper demand necessitates.

10. SAFETY PROGRAM

North American Bulk Transport has on file with this Commission

public liability and property damage insurance in excess of the limits required. Our cargo insurance coverage is \$100,000 per incident. This coverage also exceeds the required limits.

All of our driver-employees are familiar with DOT safety regulations and our company rules. All of our equipment will be regularly inspected as required by law and we will make all of the DOT required inspections. Any defects noted on the log or reported by the drivers otherwise will be corrected before the unit is used again.

At all of our terminals quarterly safety meetings include the presentation of films covering a variety of subjects including drug and alcohol abuse; operation of vehicles; accident avoidance and prevention; and proper loading and unloading of vehicles. Safety awareness is encouraged through a yearly safe driving award program. All of our drivers are subject to license checks with the various states prior to hiring. Drivers' logs are inspected daily and our drivers are part of a random drug testing program.

Applicant is not under safety investigation or suspension.

11. TYPE OF SERVICE CURRENTLY PROVIDED TO THE SUPPORTING SHIPPER

We are currently providing service in the transportation of cement for the supporting witnesses.

12. TYPE OF SERVICE TO BE OFFERED

Applicant will offer the following service upon arrival of this application:

1. We will make available tank or hopper type vehicles for

the transportation of fly ash.

2. The equipment will be thoroughly cleaned to prevent contamination of other dry bulk commodities which we transport.
3. When warranted by shipper utilization, we will spot trailers to facilitate loading.
4. We will provide trailers equipped with pneumatic devices for unloading to permit delivery into silos or storage piles.
5. Depending upon highway conditions, travel distance and loading hours service will be provided on an overnight basis. We anticipate operating between 350 and 400 miles per operating period.
6. We will provide scheduled deliveries upon the request of either the request of the consignee or the consignor.

13. FINANCIAL DATA

As attached as Exhibit 2, our balance sheet for the eleven months ended February 27, 1993. From Exhibit 2 you will note that our total assets are nearly \$2,000,000. We have been reducing the retained earnings deficit. Our total current assets now exceed our total current liabilities. Approval of this application would enable Applicant to substantially improve its revenues through better utilization of its equipment.

I have attached as Exhibit 3, an income statement for the same period ended February 27, 1993. The level of revenues during this

time period reflects the fact that our business is seasonal with the construction industry. For the eleven month period, operating revenue increased \$3,800,000 from the prior year. As construction increases in the second and third quarters of 1993, our revenues are expected to increase.

The Applicant is financially sound.

14. WHETHER SERVICE PROVIDED WILL CREATE EMPTY MILES OR BACKHAULS

By permitting the transportation of fly ash into the cement mills and to other destinations, approval of this application will increase the efficiency of our operation. Empty miles will be minimized through the coordination of our inbound and outbound service, utilizing our present Pennsylvania intrastate authority.

PENNSYLVANIA
PUBLIC UTILITY COMMISSION
Harrisburg, PA 17120

Public Meeting held August 31, 1989

Commissioners Present:

Bill Shane, Chairman
William H. Smith, Vice-Chairman
Joseph Rhodes, Jr.
Frank Fischl

Application of C.T. Hertzsch, Inc., a
corporation of the State of Indiana,
for the right to begin to transport, as
a common carrier, by motor vehicle, dry
bulk commodities, in tank or hopper-type
vehicles, between points in Pennsylvania.

A-00108408

Graf, Andrews & Radcliff, P.C., by Christian V. Graf, for the applicant.
Rhoads & Sinon, by J. Bruce Walter, for the protestant,
Herman R. Ewell, Inc.
Kriner, Koerber and Kirk, by Dwight L. Koerber, Jr., for the protestant,
Butler Trucking Company.
Rubin, Quinn & Moss, by James W. Patterson, for the protestant,
Matlack, Inc.
Peter G. Loftus for the protestant, Seaboard Tank Lines, Inc.
Pillar and Mulroy, P.C., by John A. Pillar, for the protestants,
Wayne W. Sell Corporation and Don Martin Trucking Company.
Raymond A. Thistle, Jr., for the protestant, Reber Corporation.
McNees, Wallace & Nurick, by Herbert R. Nurick, for the protestant,
Samuel J. Lansberry, Inc.
Robert Kodak, for the protestants, Ray Brandt Trucking Co. and
R.J. Glass, Inc.

O R D E R

BY THE COMMISSION:

This matter comes before the Commission on an application filed October 18, 1988. Public notice of the application was given in the Pennsylvania Bulletin of November 26, 1988. Nine protests were filed but withdrawn, contingent upon the Commission's acceptance of a restrictive amendment prohibiting service for certain named shippers and locations. The now unprotested application is certified to the Commission for its decision without oral hearing. The record consists of verified statements filed by the applicant and four supporting shippers.

C.T. Hertzsch, Inc. (Hertzsch or applicant), is a corporation of the State of Indiana, with its principal place of business in Speed, Indiana. Hertzsch is a wholly-owned subsidiary of Evergreen Holding Co., which also owns Schwerman Trucking Co., a certificated common carrier (A-00092811). Thus, the entities involved are affiliated interests and will be subject to the provisions of Chapter 21 of the Public Utility Code. 66 Pa. C.S. §§2101-2107.

The applicant currently operates under authority from the Interstate Commerce Commission. It currently has terminals in Indiana, Ohio and West Virginia; upon approval of this application, Hertzsch plans to open facilities in Allentown and Pittsburgh. Initially, ten tractors and seven pneumatic trailers will be assigned to Pennsylvania and more will be added if the volume of traffic warrants additional equipment. A comprehensive safety program for drivers and vehicles is currently in place. As evidence of its financial capacity to begin intrastate operations, Hertzsch reports assets of \$2,571,014, with liabilities of \$1,313,881, leaving a shareholders' equity of \$1,257,133.

William H. Gaston, manager of marketing services for Coplay Cement Company (Coplay), submitted a verified statement in support of the amended application. This shipper is a manufacturer and distributor of Portland Cement products, with facilities in Egypt, Lehigh County, and Nazareth, Northampton County. Coplay expects to tender approximately ten shipments per week to the applicant for delivery to distributors and job sites located throughout Pennsylvania.

Kenneth E. Skinner, director of distribution for Lone Star Industries, Inc. (Lone Star), submitted a verified statement in support of the amended application. Lone Star is also a manufacturer and distributor of cement. It anticipates using Hertzsch to deliver approximately 25,000 tons per year from its Nazareth, Northampton County, plant to ready-mix plants and block plants located across the state.

L.E. Cummings, vice president for distribution and purchasing for Lehigh Portland Cement Company (Lehigh), submitted verified statements in support of the amended application. This shipper's plant is located in York County and it requires deliveries to job sites throughout the state; recent delivery points have been located in the counties of Berks, Bucks, Chester, Crawford, Dauphin, Delaware, Franklin, Lancaster, Montgomery, Philadelphia, Washington and Westmoreland.

William R. Stonebraker, manager of marketing services for Federal White Cement, Inc. (Federal), submitted a verified statement in support of the amended application. Federal recently opened a new distribution center in Bethlehem, Northampton County. It expects to tender approximately five thousand tons per year to the applicant for delivery to such points as Philadelphia, Scranton, Chambersburg, Pittsburgh and Williamsport.

After a review of the record before us, we find it sufficient to warrant approval of the application, as amended.

We find that:

1. The applicant is fit to hold a certificate of public convenience.
2. The applicant has demonstrated that there is a public need for the proposed service, as amended.
3. Approval of the application, as amended, is necessary for the accommodation and convenience of the public; THEREFORE,

IT IS ORDERED: That the application, as amended, be and is hereby approved granting the following right:

To transport, as a Class D carrier, cement and dry bulk materials and supplies used or useful in the manufacture of cement (except fly ash) in tank or hopper type vehicles, between points in Pennsylvania;

subject to the following condition:

That no right, power or privilege is granted to transport:

- (a) Sand from the facilities of U.S. Silica in Huntingdon and Mifflin Counties;
- (b) Limestone and limestone products in tank vehicles from points in York County;
- (c) To or from the facilities of Bellefonte Lime and Center Lime & Stone Co., Inc., located in Centre County;
- (d) Limestone and limestone products from points in Lebanon County; and lime and limestone products for Mercer Limestone Co. from Slippery Rock Township, Butler County;
- (e) For Glenn O. Hawbaker, Inc., New Enterprise Stone & Lime Co., Inc., Martin Limestone, Inc., Union Equipment Company, Inc., Valley Quarries, Inc.;
- (f) Materials and supplies used or useful in the manufacture of cement within

50 statute miles of the limits of the borough of Homestead, Allegheny County, and from said territory to points in Pennsylvania, and vice versa;

- (g) Cement for Armstrong Cement & Supply Corporation or from the facilities of Armstrong Cement & Supply Corporation located in the township of Winfield, Butler County, to points in Pennsylvania and vice versa;
- (h) To or from the facilities of Eastern Industries Inc., Corson Lime Co., G. & W. H. Corson and United Gypsum Company;
- (i) To or from the facilities of Allentown Cement Company in Maiden Creek Township, Berks County;
- (j) Lime to the facilities of Georgia-Pacific Corporation located in Richland Township, Bucks County.

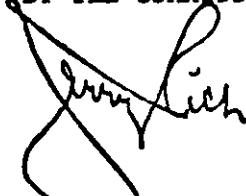
IT IS FURTHER ORDERED: That the applicant shall not engage in any service herein authorized until it has complied with the requirements of the Pennsylvania Public Utility Code and the rules and regulations of this Commission relative to the filing and acceptance of evidence of insurance and a tariff establishing just and reasonable rates.

IT IS FURTHER ORDERED: That upon compliance with the requirements above set forth, a certificate issue evidencing the Commission's approval of the right to operate as above-determined.

IT IS FURTHER ORDERED: That the authority granted herein, to the extent that it duplicates authority now held by or subsequently granted to the carrier, shall not be construed as conferring more than one operating right.

IT IS FURTHER ORDERED: That in the event said applicant has not, on or before sixty (60) days from the date of the service of this order, complied with the requirements hereinbefore set forth, the application shall be dismissed without further proceedings.

BY THE COMMISSION,

A handwritten signature in black ink, appearing to read "Jerry Rich", written over a large, stylized flourish or scribble.

Jerry Rich
Secretary

(SEAL)

ORDER ADOPTED: August 31, 1989

ORDER ENTERED: SEP 07 1989

PENNSYLVANIA
PUBLIC UTILITY COMMISSION
Harrisburg, PA 17120

Application of
C. T. Hertzsch, Inc.

A-00108408, F001, Am-A

O R D E R

In accordance with the provisions of Act 294 of 1978 (66 Pa. C.S. §332(h)), the decision of Administrative Law Judge Herbert S. Cohen dated August 8, 1991 has become final without further Commission action;
THEREFORE,

IT IS ORDERED:

1. That the application of C. T. Hertzsch, Inc. at Docket No. A-00108408, Folder 1, Am-A, be and is hereby approved and that the Certificate issued to Applicant at Docket No. A-00108408, F001 on December 8, 1989, be amended to include the following rights:

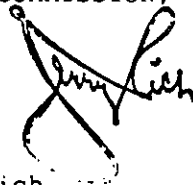
To transport, as a Class D carrier, cement from
points in the Township of Maiden Creek, Berks County,
to points in Pennsylvania and vice versa.

2. That the Applicant shall not engage in any transportation granted herein until it shall have complied with the requirements of the Pennsylvania Public Utility Code and the rules and regulations of this Commission relative to the filing and acceptance of a tariff establishing just and reasonable rates.

3. That the authority granted herein, to the extent that it duplicates authority now held by or subsequently granted to the carrier, shall not be construed as conferring more than one operating right.

4. That in the event said Applicant has not, on or before 60 days from the date of service of this order, complied with the requirements set forth above, application shall be dismissed without further proceedings.

BY THE COMMISSION,

A handwritten signature in black ink, appearing to read "Jerry Rich", written over a faint circular stamp or seal.

Jerry Rich
Secretary

(SEAL)

ORDER ENTERED: October 2, 1991

NORTH AMERICAN BULK TRANSPORT, INC.
BALANCE SHEET

UNAUDITED

	February 27, 1993	March 28, 1992		February 27, 1993	March 28, 1992
ASSETS			LIABILITIES & STOCKHOLDERS EQUITY		
Current Assets:			Current liabilities:		
Cash & cash equivalents	\$ 53,110	\$ 667	Current portion of lt-debt	\$ 169,905	\$ 143,964
Accts & notes receivable, net	356,908	255,758	Notes payable	100,000	193,000
Operating supplies and parts	131,442	106,093	Accounts payable	218,094	300,797
Tires in service	157,967	72,772			
Prepaid taxes, and licenses	136,182	142,463	Accrued liabilities:		
Income tax refund receivable	0	0	Salaries and wages	35,584	21,100
Other current assets	2,060	2,325	Vacations and benefit plans	111,990	98,297
	-----	-----	Taxes other than income	85,557	88,820
Total current assets	837,669	580,078	Insurance	62,160	38,537
	-----	-----	Interest	1,082	2,952
			Other	7,019	7,019
Property, plant & equipment,					
at cost:			Income taxes currently payable	0	0
Land	0	0		-----	-----
Buildings	0	0	Total current liabilities	791,391	894,525
Revenue equipment	2,828,308	2,857,571		-----	-----
Other equipment	184,346	153,906	Advances from affiliates	0	70,438
Leasehold improvements	44,568	44,568			
	-----	-----	Long-term debt	7,138	150,143
	3,057,222	3,056,045	Other non-current liabilities	0	0
Less accumulated			Deferred income taxes	0	0
depreciation & amortization	(2,059,274)	(1,829,586)		-----	-----
	-----	-----	Stockholders' equity:		
	997,948	1,226,459	Preferred stock	0	0
	-----	-----	Common stock	100,000	100,000
Operating rights	31,048	34,901	Additional paid-in capital	1,900,000	1,900,000
Other noncurrent assets	873	290	Retained earnings	(833,885)	(1,273,378)
Advances to affiliates	97,106	0		-----	-----
	-----	-----		1,166,115	726,622
	\$ 1,964,644	\$ 1,841,728		-----	-----
	=====	=====		\$ 1,964,644	\$ 1,841,728
				-----	-----

EXHIBIT 2

EXHIBIT: 2

WITNESS: MASSON

NORTH AMERICAN BULK TRANSPORT, INC.
STATEMENT OF INCOME

UNAUDITED

ONE MONTH ENDED

ELEVEN MONTHS

EXHIBIT 2

Revenues:

	February 27, 1993	February 29, 1992	February 27, 1993	February 29, 1992
Trucking revenue - affiliates	\$ 0	\$ 47,111	\$ 49,491	\$ 120,444
Trucking revenue - nonaffiliates	436,690	312,993	8,387,455	4,500,331
Equipment and other rentals - affiliates	0	0	0	0
Equipment and other rentals - nonaffiliates	900	0	3,035	15,720
Administrative service fee - affiliates	0	0	0	0
Other operating income	8,760	5,882	148,078	42,168
	446,350	365,986	8,588,059	4,678,663

Operating expenses:

Salaries, wages and fringe benefits	224,218	187,417	3,700,994	2,088,805
Fuel and fuel taxes	47,747	41,948	958,260	504,645
Parts, repairs and tires	43,352	31,412	621,820	292,434
Insurance and worker's compensation	25,085	30,485	592,399	357,947
Depreciation and amortization	21,024	21,425	264,076	282,870
Purchased transportation	78,483	23,099	812,197	314,769
Rent expense, net	38,399	50,446	485,079	405,656
Other operating expenses	57,210	32,804	684,913	388,692
(Gain) loss on sale of equipment	0	0	0	0
	535,518	419,036	8,119,738	4,635,818

Operating income (loss) (89,168) (53,050) 468,321 42,845

Interest expense, net 1,659 3,301 28,828 36,736

Income (loss) before taxes (90,827) (56,351) 439,493 6,109

Federal and state income taxes 0 0 0 0

Net income (loss) \$ (90,827) \$ (56,351) \$ 439,493 \$ 6,109

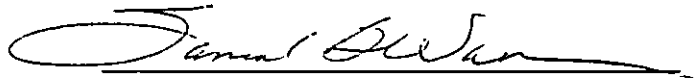
EXHIBIT: 3
WITNESS: MASSON

VERIFICATION OF STATEMENT

The undersigned deposes and says that he is the person who gave the foregoing statement for the above-captioned application and that he is authorized to and does make this verification and that the facts set forth therein are true and correct to the best of his knowledge, information and belief.

The undersigned understands that false statements herein are made subject to the penalties of 18 C.S. §4904 relating to unsworn falsification to authorities.

Dated: July 16, 1993

A handwritten signature in cursive script, appearing to read "James B. Wilson", written in black ink on a white background. The signature is fluid and somewhat stylized, with a long horizontal stroke at the end.

BEFORE THE
PENNSYLVANIA PUBLIC UTILITY COMMISSION

APPLICATION OF:

NORTH AMERICAN BULK TRANSPORT, INC.

Docket: A-00108408, Folder 1, Am-C

Verified Statement of:

LaFarge Corporation



My name is Charles J. Poandl. I am Customer Service Manager for the LaFarge Corporation. My business address is 5160 Main Street, Whitehall, Pennsylvania, 18052, telephone number (215) 262-7831. I have been with Lafarge for 20 years, and have held my present position for the past 9 years. I am authorized to present this statement in support of the application of North American Bulk Transport, Inc.

The Lafarge Whitehall plant is in the business of producing cement and masonry products. These commodities are the same commodities transported as finished products in addition to the raw materials used in manufacturing.

Lafarge produces up to 1,000,000 tons of finished product annually. Of this quantity, up to 60% can be shipped within Pennsylvania depending on market conditions. Currently North American Bulk Transport delivers 100% off Lafarge's finished product that is under its control.

This application is for the transportation of fly ash which is a raw material that will be used in the manufacture of a new product line at the Whitehall plant. Because this material is shipped in the same type of tank trailers as cement, and because fly ash is presently excluded from the authority of North American Bulk Transport, we are supporting this application. The granting of this application will enable North American Bulk Transport

to reduce empty miles by transporting cement outbound from Whitehall and returning to Whitehall with fly ash. The new material outbound will be a pozzolanic cement.

The fly ash that Lafarge controls into its facility can originate at any power plant in Pennsylvania. We want to be certain that North American Bulk Transport is granted authority to transport fly ash from any location in Pennsylvania so our sources of supply will not be limited.

Although at this time, we are contemplating receiving fly in tank vehicles, certain sources may require the use of dump trailers or other types of equipment. Lafarge asks that no restriction be placed on the type of vehicle that may be used.

Lafarge has not supported any other carrier for the transportation of fly ash within Pennsylvania.

VERIFICATION OF STATEMENT

The undersigned deposes and says that he is the person who gave the Statement for the above-captioned application and that he is authorized to and does make this verification and that the facts set forth therein are true and correct to the best of his knowledge, information and belief.

The undersigned understands that false statements herein are made subject to the penalties of 18 C.S. §4904 relating to unsworn falsification to authorities.

Dated: July 3, 1993

Charles J. Poandl
(Signature)

CHARLES J. POANDL
(Print name)

COMMERCE PLAZA
5100 TILGHMAN STREET
BUILDING 2, SUITE 255
ALLENTOWN, PA 18104
OFFICE (215) 366-1959
DISPATCH (800) 786-1066 (U.S. ONLY)
FAX (215) 366-1968

BEFORE THE
PENNSYLVANIA PUBLIC UTILITY COMMISSION

APPLICATION OF:

NORTH AMERICAN BULK TRANSPORT, INC.

Docket: A-00108408, Folder 1, Am-C

Verified Statement of

JTM Industries, Inc.



My name is Stephen T. Benza. I am General Manager Northeast Region, for JTM Industries, Inc. (hereinafter referred to as "JTM"). I have been employed by JTM for 9 years. I have been involved in the ash marketing and transportation field for 15 years. My business address is Commerce Plaza, 5100 Tilghman Street, Suite 255, Allentown, PA 18104.

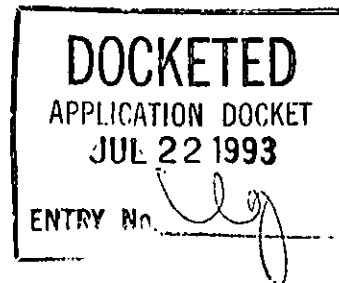
I am authorized to submit this statement in support of the application of North American Bulk Transport, Inc. for the transportation of fly ash, in bulk, in tank vehicles, between all points in Pennsylvania.

JTM is a by-product marketer in Pennsylvania. A principle business that JTM is engaged in is the marketing of fly ash materials from utility facilities.

JTM has the capacity to market fly ash in very large volumes. JTM's market is expanding and there are not sufficient haulers to transport the fly ash on demand to the market. JTM marketed approximately 100,000 last year, and it expects to use North American Bulk Transport to ship approximately 50,000 tons within Pennsylvania when they are authorized by this Commission.

We purchase fly ash and remarket it throughout the Northeast United States. JTM presently purchases fly ash at:

- Holtwood, Lancaster County
- Martins Creek, Northampton County
- Sunbury, Northumberland County
- York Haven, York County



The fly ash origins are changing depending upon the availability of fly ash at the time it is needed and the quality.

The users of fly ash can be located anywhere in the state. Fly ash is used by contractors in construction projects, by ready mix concrete companies and by block manufacturers for the manufacture of lightweight concrete products. There is also some interest by cement producers to use fly ash in the manufacture of special types of cement. Cement producers are located at:

Allentown, Lehigh County
Bath, Northampton County
Bessemer, Lawrence County
Cementon, Lehigh County
Northampton, Northampton County
Neville Island, Allegheny County
Wampum, Lawrence County
West Winfield, Butler County
York, York County

Our need is to have carriers capable of responding to the changing opportunities of our market; therefore, we need North American Bulk Transport to have the authority to pick up fly ash anywhere in the state and deliver it anywhere needed. We negotiate with utilities throughout the state based on the quality of their product and the prevailing market conditions. We must have a carrier with statewide authority to respond to these changing conditions throughout the state.

It is respectfully requested that this application be granted as filed.

S. T. Benz
Signature

7-5-93
Date

las

SBPUC1

BEFORE THE
PENNSYLVANIA PUBLIC UTILITY COMMISSION

APPLICATION OF:

NORTH AMERICAN BULK TRANSPORT, INC.

Docket: A-00108408, Folder 1, Am-C

Verified Statement of

Donald Bjork

American Fly Ash Company



My name is Donald Bjork. I am the Marketing Manager of American Fly Ash Company, 1250 East Diehl Road, Naperville, Illinois, 60563-9345. I have been employed by American Fly Ash for twelve years. As Marketing Manager, I am thoroughly familiar with the company's operations including its transportation needs. I am authorized by American Fly Ash to submit this statement in support of the application of North American Bulk Transport, Inc. to transport fly ash, in bulk, in tank vehicles, between all points in Pennsylvania.

American Fly Ash markets coal combustion by-products (fly ash) from electric utility companies. Fly ash has a number of uses and the demand for fly ash is increasing. Some of the uses for fly ash are as a mineral filler in the manufacture of ceramics and asphalt, for filling abandoned mine shafts, for the manufacture of light weight concrete blocks, and for soil stabilization. It is also mixed with waste as a stabilizer before disposal. Cement manufacturing companies are becoming interested in fly ash as an ingredient in the manufacture of different types of specialty cements.

Although the activities of American Fly Ash are widespread, we have just begun operations in Pennsylvania. It is not possible to provide an estimate of Pennsylvania intrastate tonnage at this time. We are negotiating with utilities at Portland (Northampton Co.) and Reading (Berks Co.) Pennsylvania. There are other potential sources of fly ash at Hunlock Creek (Luzerne Co.), Masontown (Fayette Co.) and Washingtonville (Montour Co.), for example. Several cement manufacturers are located in Pennsylvania. For example, cement manufacturing plants are located at Neville Island (Allegheny Co.), York (York Co.), Nazareth (Northampton Co.) and West Winfield (Butler Co.).

American Fly Ash must have dependable state-wide motor carrier service to successfully develop the fly ash market in Pennsylvania. We have used the services of North American Bulk Transport in Indiana. They have the type of equipment and experience necessary to provide this service.

American Fly Ash urges this Commission to grant this application as filed.

VERIFICATION OF STATEMENT

The undersigned deposes and says that he is the person who gave the foregoing statement for the above-captioned application and that he is authorized to and does make this verification and that the facts set forth therein are true and correct to the best of his knowledge, information and belief.

The undersigned understands that false statements herein are made subject to the penalties of 18 C.S. Sec. 4904 relating to unsworn falsification to authorities.

Dated: July 12, 1993

Donald L. Bjork
Donald Bjork
Marketing Manager