

VERIFIED STATEMENT OF APPLICANT

THE FOLLOWING INFORMATION IS REQUIRED BY THE COMMISSION TO DETERMINE THE APPLICANT'S FITNESS TO OPERATE. STATEMENTS SHOULD BE TYPED OR PRINTED. ILLEGIBLE STATEMENTS WILL DELAY YOUR APPLICATION.

A-2015-2493640

PUC Application Docket No.

EXECUTIVE FLEET ENTERPRISES LLC T/A CORPORATE EXECUTIVE LIMOUSINE SERVICE

Legal Name of Applicant

Trade Name, if any

826 N 7th Street, Suite F

Street Address (principal place of business)

Allentown

City or Municipality

PA

State

18102

Zip Code

The Verified Statement of the Applicant is more or less a business plan, or your proposal for providing the transportation service for which you are making application. Prior to deciding to make application for operating authority from the Public Utility Commission, you likely gave much consideration to the manner in which you would operate the business in order that you could provide satisfactory service to your customers and so that you could make a reasonable profit. As part of the application process, you must provide the Commission with your proposal to provide the transportation service.

At minimum, the Verified Statement of the Applicant should include a discussion of the numbered items listed below and on the following pages. You are encouraged to provide as much information as possible about the particular subject as is necessary to fully explain your plan. If you fail to provide sufficient information about the subjects listed below, it may cause the review of your application to be delayed until you provide the necessary information. If you need more space to provide your explanation, please attach additional pages that list the appropriate item by number.

1. Identify the person making the Verified Statement on behalf of the applicant. If the applicant is a sole proprietor making the statement, this will be the same information as provided above. If an employee/officer of applicant is making the statement, give name, title, business address and telephone number, and indicate that the applicant's directors/owners/partners/etc. have authorized the witness to speak for the business.
2. List the applicant's affiliation (owner, manager, controls) with any other carrier, with the description of affiliation.

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NOV 24 2015

PA PUBLIC UTILITY COMMISSION
SECRETARY'S BUREAU

2015 NOV -9 PM 12:01

TECHNICAL UTILITY BUREAU

RESPONSES TO QUESTION RAISED BY COMMONWEALTH OF PENNSYLVANIA, PUBLIC
UTILITY COMMISSION (PUC) ON EXECUTIVE FLEET ENTERPRISES LLC T/A CORPORATE
EXECUTIVE LIMOUSINE SERVICE APPLICATION

RECEIVED

REF: A-2015 2493640

NOV 24 2015

PA PUBLIC UTILITY COMMISSION
SECRETARY'S BUREAU

2015 NOV -9 PM 12:01
TECHNICAL UTILITY DIVISION

1. Identify the person making the Verified Statement on behalf of the applicant. If the applicant is a sole proprietor making the statement, this will be the same information as provided above. If an employee/officer of applicant is making the statement, give name, title, business address and telephone number, and indicate that the applicant's directors/owners/partners/etc. have authorized the witness to speak for the business.

RESPONSE: Adewale Alade Dosunmu, The President of: EXECUTIVE FLEET ENTERPRISES, LLC

2. List the applicant's affiliation (owner, manager, controls) with any other carrier, with the description of affiliation.

RESPONSE: There is no affiliation with any other limousine company in the geographic area. However, the applicant President has a majority share in AMAT Transport, LLC, a trucking and logistics company based in Allentown, PA

3. Describe your business experience, particularly any experience relating to the operation of a transportation service: You may also include an explanation of education or training that you believe may be relevant.

RESPONSE: The President and the incorporator of this company have extensive management experience in Financial Services and transportation Industries. Apart from this, He has continuously been in business for the past 15 years managing mortgages, Insurance and trucking operations.

4. Describe your facilities, record maintenance plan and your communication network. Please include a description of your physical location, to include the office area, office machines that will be utilized, and the facility to house vehicles. Household goods in use carriers should include a description of their storage facilities, if applicable. Please include an explanation of your plan to maintain records required by the PUC, as well as normal business records. In regard to your communication network, please explain how you will receive customer requests for transportation, how you will dispatch the vehicles to

fulfill the request, and how you will maintain continuous communication with your drivers. Finally, please state your intended business hours.

RESPONSE:

Executive Fleet Enterprises, LLC intend to run a limousine business from Lehigh Valley. It intends to commence operation with 2 new vehicles in consonant with applicable laws of the state of Pennsylvania. To this end, detailed plan on how to run this business is methodically thought out, and they are explained below:

The Physical Location:

826 N 7th Street, Suite F

Allentown PA 18102

This location will be the center of our operations. It will house our core administrative services such as: Dispatch, customer service, accounting and Billing and other administrative support services to efficiently run our Limousine transportation business.

At this location, all critical documents will be kept in a scheduled file cabinet, locked and kept from public glare. All business records and those PUC mandated are to be kept in this location, in the manner described above.

OPERATIONS:

Our dispatch operations will be conducted from this facility, as this premises is equipped with the necessary equipment required to book trip and dispatch drivers to appropriate job as at when due. The premise is equipped with telephone and facsimile numbers for communication of information and transfer of important documentation to, and from our clientele. The internet services provided by RCN are present at this location as well.

The drivers will be dispatch through two sources, direct email itemizing all necessary information for successful pickups, and Fleetmatics equipment that tracks vehicles and provide critical information on real time basis such as:

Name of the Customer

Pick Up location /Address:

Pick Up Time

Customer Telephone Number

Drop off location and Time:

We basically receive information for service from our intended clientele from two sources: E-Mails, direct telephone calls to our customer service dedicated lines. Communication with the drivers are regularly maintained through, telephone, texting messages to smartphones, and e-mails.

Our hours of office operations will be 8:00AM to 8:00PM on daily basis.

However, our on call personnel will be reachable on 24 hours basis for crisis or emergency services.

5. Please state the number of employees you intend to use, along with a description of their duties. Please explain why that number of employees is appropriate to provide reasonable and efficient service to the geographical territory you will be serving. (Do not address drivers in your explanation about this item; drivers are addressed separately in item # 6).

RESPONSE:

We intend to commence our operations with 2 vehicles as stated above, and have plans to increase it on quarterly basis. To start, we intend to have on service, 4 drivers to work on full time and as need basis. Or dispatch service will be staffed with 2. One full time and the other as part time

The dispatch will be responsible to dispatch booked trips by our customer service and forward same to the drivers on availability basis.

Two Customer service people will be responsible to take inbound calls for service and will forward information gathered to dispatch department that will dispatch drivers for pickups.

6. Please state the number of drivers you intend to use or hire in your business and explain why that number of drivers is appropriate for the size of the geographical territory you will be serving. In addition, please explain:

RESPONSE:

As indicated in question 5 above, 4 drivers will be needed to operate 2 startup vehicles. As time goes by, we intend to increase the fleet by one vehicle per quarter. As the fleet increases, we intend to increase the number of drivers as well. This number is desirable to serve the initial area we will concentrate our marketing effort on. The whole of Allentown

and neighboring Bethlehem will be the main focus of our marketing initiatives at the initial stage. The area will be expanded as we add more vehicles.

a. Your hiring standards for drivers;

RESPONSE: Eligible driver in our employment will have a valid driver's license with 2 years' experience driving in the industry

b. Your system to ensure prospective drivers will be subject to a criminal background check;

RESPONSE:

All drivers in our employment as a matter of deliberate recruitment due diligence will be subjected to criminal background checks, and they will be recruited based on satisfactory outcome of this exercise.

c. Your driver training program;

RESPONSE:

All applicants will be subjected to rigorous road test to ascertain their proficiency and understanding of their road safety laws and procedures. We will train the drivers periodically and bring them up to speed on the new law concerning them and operations of vehicles within the commonwealth of Pennsylvania.

d. Your system for ensuring that your drivers are properly licensed at all times;

RESPONSE:

All drivers will sign an undertaking that will give us the authorization to check or pull the Motor vehicle records periodically to be in tune with their compliance of the commonwealth driving and safety regulations. We shall check for the validity of their driving license and privileges before they are hired, and periodically do this as indicated in the previous sentence.

e. Your system to ensure that all drivers will be subject to a criminal background check every two years.

RESPONSE:

As part of hiring procedure, an undertaking that will allow for this will be made part of driver consent, to request for criminal background check as requirement for continued employment. Your policies regarding alcohol and drug

RESPONSE:

All drivers and non-driver in our employment will sign an undertaking about use of alcohol and drug. All employees will sign our alcohol and drug policy. . Since we will be joining alcohol and drug consortium, our drivers will be part of the consortium pool that will be subjected to random alcohol and drug testing to meet the annual statistical annual summary for compliance

7. Please state the number of vehicles you plan to use in your business and why that number is appropriate to provide reasonable and efficient service to the geographical territory you will be serving. If you have already obtained vehicles for your business, please list them in the chart below. Taxicabs and limousines may not be used if the vehicle's age is greater than eight mode] years.

RESPONSE:

We intend to commence operations with 2 vehicles. This will increase by one vehicle at every quarter until we have attained 10 vehicles in our fleet. It is our considered view that, these vehicles will be adequate to meet our initial entry into the market, as our services will complement other service providers in our geographic area of operations. We intend to gain market share through increase vehicles put into operations, due to our strategy of differentiation which we intend to bring about by through innovative customer service that is aimed to please and win the confidence of our clients.

YEAR	MAKE	MODEL	SEATING CAPACITY	VEHICLE ID#
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8. Describe your vehicle safety program. Please include the following in your explanation:

RESPONSE:

We intend to purchase Lincoln Continental Brand. As part of our maintenance policy, we intend to strictly adhere to manufacturer's suggested maintenance requirements. Apart from this, we shall implement a policy of routing maintenance after 5, 000 miles for oil change and other comprehensive vehicle maintenance check up to ensure the vehicle is in good condition and road worthy.

a. Your periodic vehicle maintenance plan;

RESPONSE: Please see 8 above

b. Your system for ensuring your vehicles will continuously comply with Pennsylvania's equipment

Standards (67 Pa. Code, Chapter 175) that are applicable to the type of vehicles used in your business;

RESPONSE:

We shall abide by 8 model year requirement by ensuring that we purchase new model vehicles to satisfy this requirement

c. Your system for ensuring your vehicles will maintain compliance with the PUC's requirements for Passenger Service at 52 Pa. Codes, Section 29.403. (applicable to passenger applicants only);

RESPONSE: NOT APPLICABLE

d. Your system for replacing vehicles once they are great than eight model years in age in compliance with 52 Pa. Code, Section 29.314(d) (applicable to taxicabs) or 52 Pa. Code, Section 29.333(e) (applicable to limousines);

RESPONSE:

Please see response to 8 (b) above. These vehicles shall be replaced once they reached the mandatory 8 years as stipulated in 52 Pa. codes, Section 29.333

f. *Your system for ensuring the filing of an annual vehicle list (taxicabs and limousines);*

RESPONSE:

We shall strictly adhere to all regulations and requirement to operate limousine service in the commonwealth of Pennsylvania. This adherence shall include but not limited to filling of annual vehicle list. Our c safety, fleet and compliance office shall compile all vehicle list and furnish to the appropriate authority as at when due.

g. Your system for ensuring your vehicles will comply with the requirements of 49 CFR Parts .393 and 396, as adopted by the PUC at 52 Pa. Code, Chapter 37 (applicable to HHG applicants).

RESPONSE:

Our office of safety, fleet and compliance shall ensure this requirement is met annually

9. Please explain what steps you have taken to determine if you can obtain and pay the premiums to maintain insurance coverage for the proposed number of vehicles for your business.

RESPONSE:

We have contacted couple of Insurance Agency and Brokers to provide us with estimates with the initial number of vehicles we intend to commence operations with. We are still receiving these estimates or quotes. We shall make our decision on this once we get to that level. We are very confident; this aspect is already taken care of.

10. Please describe your customer service standards. Within your description, please explain;

RESPONSE:

We are not in doubt about the significance of customer service operation to the success of our business. We are also aware we are in business to serve the public need, and lastly, we know we are in a competitive environment where success is predicated on ones readiness to compete in a free market. Our key focus to differentiate ourselves from the competition is our customer service. To this end, our customer service initiative is based on: Courtesy, Integrity and excellence. We shall strive to exhibit these in all our service deliveries.

- a. Your plan to inform customers of the procedures for filing complaints with the PUC;

RESPONSE:

Our marketing communication will be detailed with the services we provide, and also intimate the customers about steps to take should we deviate from our promises to them to the extent that complaints to the regulatory agency are required. We know, as a company that services the public, not all can be pleased even with ones best approach. However, we shall consistently strive to meet the expectation of the public through our services. While we do not envisage this, we will still provide the information on how to complain to the PUC in our marketing materials and on our web site.

- b. Your intended customer complaint resolution procedure.

RESPONSE:

We shall at all times do our best to resolve grievances or complaints from our customers. Our procedure would be based on the premise that our customers are always right.

We shall provide a number to call to lodge complaints or grievances. We shall as a matter of deliberate policy listen to the complaints, evaluate it critically and proffer solutions that will be satisfactory to the customers. Our goal is to have a repeat customer, and it is on our business interest to ensure complaints bothering on misunderstandings are amicably resolved to the satisfaction of both parties.

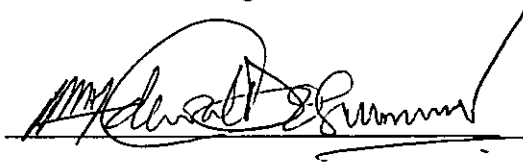
11. Criminal Record. Have you been convicted of a misdemeanor or felony for which you remain subject to supervision by a court or correctional institution?

_____ YES _____ x _____ NO

12. Financial Data. In addition to demonstrating your technical fitness, you must also demonstrate that you possess the financial fitness to provide the proposed transportation service. Therefore you must complete both parts of the "Statement of Financial Position", which follows this page. The first part is the Balance Sheet. You need only provide the applicable information. The second part of the Statement of Financial Position is the Projected Income Statement. The projection is your estimation of expected revenues and specific expenses for one year. You should use the projected information, along with the financial data reported on your balance sheet to help you determine if proposed business can be feasible. Please feel free to also provide clarification information with your "Statement of Financial Position", which explains why you believe you have sufficient funds to ensure your transportation business can provide reliable service to the public in a safe manner.

Verification of Statement

The undersigned deposes and says that he/she is authorized to and does make this verification and that the facts set forth therein are true and correct to the best of his/her knowledge, information, and belief. The undersigned understands that false statements herein are made subject to penalties of 18 Pa C. S. Section 4904 relating to unsworn falsification to authorities.



(Signature)

11/02/2015

(Date)

Adewale A Dosunmu, President

(Name and Title, printed or typed)

Statement of Financial Position (Balance Sheet)

As of (date) _____

ASSETS

Current Assets			
Cash		15,000.00	
Accounts Receivable		0	
Notes Receivable		0	
Other Current Assets (specify)		0	
	Total Current Assets		<u>15,000.00</u>
Tangible Assets			
Motor Vehicle Equipment		25,000.00	
Less: Accumulated Depreciation		3,000	= 22,000
-			
Building and Structures			
Less: Accumulated Depreciation			
-			
Office Equipment		7800.00	
Less: Accumulated Depreciation		1600.00	= 6,200.00
-			
Land			0
Investments and Funds (specify)			
Intangible Assets			
Other Assets (advances and idle equipment – specify)			
	TOTAL ASSETS		

LIABILITIES

Current Liabilities (Due within one year of date)			
Accounts Payable		2,500.00	
Notes Payable		0	
Equipment Obligations		0	
Other Liabilities (Attach schedule)		0	
	Total Current Liabilities		<u>2,500.00</u>
Long Term Liabilities (Due after one year of date)			
Accounts Payable		0	
Notes Payable		0	
Equipment Obligations		0	
Other Liabilities (Attach Schedule)			
	Total Long Term Liabilities		<u>2,500.00</u>
	TOTAL LIABILITIES		<u>2,500.00</u>

NET WORTH (Partnerships and individuals, only)

40,700.00

OWNER'S EQUITY (Corporations only)

Capital Stock			
Additional Paid-in Capital			
Retained Earnings			
Less: Treasury Stock			
	Total Owner's Equity		

TOTAL LIABILITIES & OWNER'S EQUITY

STATEMENT OF FINANCIAL POSITION
One Year Projected Income Statement

REVENUE and GAINS

Operating Revenue	333,216.00
Net Revenue from non-carrier operations	0
Dividend and interest revenues	0
Other non-operating revenue	0
Gains	0
Total Revenue and Gains	333,216.00

EXPENSES

Equipment Maintenance and Garage Expense	1,400.00
Insurance Expense	8,000.00
Employee Salaries	90,000.00
Supervisory Salaries	60,000.00
Officer Salaries	70,250.00
Fuel Expense	33,750.00
Purchased Transportation (Lease Expense)	26,400.00
Materials and Supplies Expense	2,500.00
General Office Expense	3,250.00
Advertising Expense	3,600.00
Telephone Expense	3,480.00
Accounting Expense	8,000.00
Legal Expense	5,000.00
Uncollectible Revenue	0
Depreciation Expense	0
Amortization	0
Operating Taxes and Licenses	1,500.00
Rent Expense	10,200.00
Loss	0
Total Operating Expenses and Losses	327,130.00
<u>Net Income Before Taxes</u>	6,086.00
Provision for Income Taxes	6,000.00
<u>Net Income (Loss)</u>	86.00

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