

SCHUBERT ♦ GALLAGHER

LAW OFFICES



TYLER ♦ MULCAHEY

121 SOUTH BROAD STREET, 20TH FLOOR
PHILADELPHIA, PA 19107-4533

PHONE: 215.569.3535
FAX: 215.557.7426
WWW.SGTMLAW.COM

Richard T. Mulcahey, Jr.
Also Member of New York Bar
Direct Dial No.: (215) 587-0107
e-mail: rmulcahey@sgtmlaw.com

November 30, 2015

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

RECEIVED
2015 DEC -2 AM 9:28
PA.P.U.C.
SECRETARY'S BUREAU

Re: Application of Olympia Moving & Storage, LLC
t/a Olympia Moving & Storage

Dear Ms. Chiavetta:

Please be advised that this office represents above captioned Applicant. Accordingly, I enclose herewith an original Application for Motor Common Carrier or Motor Contract Carrier of Household Goods in Use on behalf of my client, together the original Verified Statement of Applicant and our check in the amount of \$350.00 for the filing fee.

Kindly acknowledge receipt of the enclosure by time-stamping the enclosed copy of this letter and returning to me in the self-addressed envelope provided.

Respectfully submitted,

Richard T. Mulcahey, Jr.

RTMJR/hs
Enclosures

cc: Olympia Moving & Storage, LLC (w/encls.)
Gerald D. Borovick, Esquire (w/encls.)

RECEIVED

2015 DEC -2 AM 9: 29

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

Application for Motor Common Carrier or Motor Contract Carrier of Household Goods in Use.

THIS APPLICATION IS REQUIRED TO REQUEST A CERTIFICATE OF PUBLIC CONVENIENCE (FOR COMMON CARRIERS) OR PERMIT (FOR CONTRACT CARRIERS) TO OPERATE AS A COMMERCIAL CARRIER OF HOUSEHOLD GOODS IN USE.

1. **Legal Name of Applicant** (Individual, Partnership or Corporation)

OLYMPIA MOVING & STORAGE, LLC

- If you are an individual who has not formed any type of corporate entity, you should enter your name **as it will appear on your insurance documents**.
- If you are filing for a partnership, but **not a limited liability partnership**, the names of all partners must be entered on this line. Those names should be entered **as they will appear on your insurance documents**. This includes husbands and wives filing jointly.
- If you are filing for a corporate entity (corporation, limited liability company, or limited liability partnership), **even if you are the sole shareholder member**, you must enter the name **exactly as it appears on the registration papers from the Corporation Bureau of the Pennsylvania Department of State**.

2. **Trade Name** (Attach a copy of fictitious name registration if applicable)

OLYMPIA MOVING & STORAGE

This is any name which you will be operating under which differs from the **LEGAL NAME OF APPLICANT**. A **TRADE NAME** is considered a **FICTITIOUS NAME** if the identity of the applicant cannot be readily determined. *EXAMPLE: John Doe is the applicant and wants to use the name "Johnboy Trucking" as his trade name. People cannot readily determine that John Doe is the actual operator; therefore, the name is fictitious and must be registered as such. Trade names such as "John Doe Trucking" or "J. Doe Trucking" are not considered fictitious and would not have to be registered.*

3. **Do you currently hold PUC Authority? ___NO Previous Authority? ___NO**

If YES, at PUC No. A-_____

4. **Are you a business entity registered with the PA Department of State? YES.**

If NO, you must register (see checklist on how to register)

If YES, provide your PA Corporation Bureau Entity ID Number 6311354

(see checklist and indicate type of business entity registered)

5. **Physical Address** (do not use PO Box)

17 BRIDGE STREET

Street Address

WATERTOWN, MASSACHUSETTS 02472

City, State and Zip Code

800-222-4744

Telephone Number

MIDDLESEX

County

The address entered here should reflect the actual location of the business. This is the address the Commission needs in order to dispatch Enforcement Officers to inspect equipment.

6. **Mailing Address** (if different from Physical Address)

Street Address

City, State and Zip Code

This is the address to which the Commission will send all official documents issued by the Commission. If left blank, it will be assumed that the **MAILING ADDRESS** is the same as the **PHYSICAL ADDRESS**.

7. **Attorney** (if applicable)

Richard T. Mulcahey, Jr., Esq. 215-587-0107

Attorney's Name & Telephone Number for this Filing

121 South Broad St., 20th Flr., Philadelphia, PA 19107-4533

Attorney's Address

An attorney's name should only be entered if an attorney is filing the application for a client and the application is being sent under the attorney's cover letter.

8. **Does applicant hold interstate operating authority?**

No Yes, at No. _____

9. **Describe the service area proposed by this application.**

(Use the space below or attach additional sheet if space provided is not sufficient).

To transport, as a common carrier, household goods in use between points in the Commonwealth of Pennsylvania.

Examples:

- To transport as a common carrier, household goods in use between points in Mercer County.
- To transport as a contract carrier for the XYZ Company, household goods in use, from points in Elk County to points in PA.

10. **Certification:**

Applicant certifies that it is not now engaged in unauthorized intrastate transportation for compensation between points in Pennsylvania and will not engage in said transportation unless and until authorization is received from the Pennsylvania Public Utility Commission.

Applicant further certifies that it understands the requirements of the Pennsylvania Public Utility Commission, especially as they relate to safety and insurance and that it may be subject to civil penalties, suspension or cancellation of the Certificate for failure to comply with Commission requirements.

Applicant further certifies that it understands that it is subject to an annual assessment based upon its reported gross Pennsylvania intrastate revenues; said assessment to help defray expenses incurred in regulating Motor Common and Motor Contract Carriers of Household Goods in Use; and acknowledges that failure to report revenue and pay its annual assessment may result in civil penalties, suspension or cancellation of the certificate.

Verification of Application

I/We hereby state that the statement(s) made in this application is/are true and correct to the best of my/our knowledge and belief.

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

MICHAEL J. GILMARTIN

(Print Name)



(Signature)

11/30/15

(Date)

The verification of the application must be completed by the applicant appearing on Line 1 of the application by the named individual, all partners if a partnership, a member (if a limited liability company), or by the President or Secretary (if a corporation).

BEFORE THE
PENNSYLVANIA PUBLIC UTILITY COMMISSION

In Re: Application of Olympia Moving & Storage, LLC,
t/a Olympia Moving & Storage


The sole member and manager of Applicant, a Pennsylvania limited liability company, is:

Michael J. Gilmartin
17 Bridge Street
Watertown, MA 02472

**PENNSYLVANIA DEPARTMENT OF STATE
BUREAU OF CORPORATIONS AND CHARITABLE ORGANIZATIONS**

Entity# : 6311354
Date Filed : 10/16/2015
Pedro A. Cortés
Secretary of the Commonwealth

Return document by mail to:
Richard T. Mulcahey, Jr.
Name
121 South Broad Street, 20th Floor
Address
Philadelphia PA 19107-4533
City State Zip Code
 Return document by email to: _____

Certificate of Organization

TML151021KS0683

Read all instructions prior to completing. This form may be submitted online at <https://www.corporations.pa.gov/>.

Fee: \$125

In compliance with the requirements of 15 Pa.C.S. § 8913 (relating to certificate of organization), the undersigned desiring to organize a limited liability company, hereby certifies that:

1. The name of the limited liability company (*designator is required, i.e., "company", "limited" or "limited liability company" or abbreviation*):
Olympia Moving & Storage, LLC

2. The (a) address of the limited liability company's initial registered office in this Commonwealth or (b) name of its commercial registered office provider and the county of venue is:
(*Complete (a) or (b) – not both*)

(a) Number and Street	City	State	Zip	County
121 South Broad Street, 20th Floor,	Philadelphia,	PA	19107-4533	Philadelphia

(b) Name of Commercial Registered Office Provider _____ County _____
c/o: _____

3. The name and address, including street and number, if any, of each organizer is (*all organizers must sign on page 2*):

Name	Address
Spike, Inc.	17 Bridge Street Watertown, MA 02472

**PA DEPT. OF STATE
OCT 16 2015**

4. *Strike out if inapplicable term*

~~A member's interest in the company is to be evidenced by a certificate of membership interest.~~

5. *Strike out if inapplicable:*

Management of the company is vested in a manager or managers.

6. The specified effective date, if any is: _____
(MM/DD/YYYY and hour, if any)

7. *Strike out if inapplicable:* The company is a restricted professional company organized to render the following restricted professional service(s):

8. For additional provisions of the certificate, if any, attach an 8½ x 11 sheet.

IN TESTIMONY WHEREOF, the organizer(s) has (have) signed this Certificate of Organization this

14th day of October, 2015



Signature

Signature

Signature

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.

RECEIVED
2015 DEC -2 AM 9:29
PA P.U.C. BUREAU
SECRETARY'S

A-			
PUC Application Docket No.			
OLYMPIA MOVING & STORAGE LLC			
Legal Name of Applicant			
OLYMPIA MOVING & STORAGE			
Trade Name, if any			
17 Bridge Street	Watertown	MA	02472
Street Address (principal place of business)	City or Municipality	State	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.

Michael J. Gilmartin. Mr. Gilmartin is the sole manager of the applicant, OLYMPIA MOVING & STORAGE LLC, 1/a OLYMPIA MOVING & STORAGE, a newly created Pennsylvania limited liability company (hereinafter "OLYMPIA-PA"). As described in #2 below, OLYMPIA-PA is a wholly owned subsidiary of SPIKE INC., dba OLYMPIA MOVING & STORAGE ("OLYMPIA").

OLYMPIA-PA's principal place of business and telephone:
17 Bridge Street
Watertown, MA 02472
Tel. 800-222-4744

Mr. Gilmartin is authorized to act on OLYMPIA-PA's behalf.

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

Mr. Gilmartin is the sole owner of the following transportation entities:

1. SPIKE INC., dba OLYMPIA MOVING & STORAGE, a Massachusetts corporation with a principal place of business at 17 Bridge Street, Watertown, MA 02472. SPIKE INC. is hereinafter referred to as "OLYMPIA." OLYMPIA is a certificated common carrier licensed to conduct intrastate household goods transportation in the Commonwealth of Massachusetts and Virginia. In addition, OLYMPIA holds interstate operating authority to transport household goods and registered with the Federal Motor Carrier Safety Administration. OLYMPIA's US DOT number is 597632. OLYMPIA currently has an unrated safety rating with the FMCSA. Finally, OLYMPIA is an authorized household goods agent for Wheaton Van Lines and Clark and Reid of Indiana, Inc. Mr. Gilmartin is OLYMPIA's sole shareholder, director, and is its president, treasurer and secretary.

2. HUSKY TRANSPORT LLC dba OLYMPIA OFFICE MOVING, a Massachusetts limited liability company with a principal place of business at 15 Campanelli Circle, Canton, MA 02021. HUSKY TRANSPORT LLC is hereinafter referred to as "OLYMPIA OFFICE MOVERS." OLYMPIA OFFICE MOVERS is registered with the FMCSA (US DOT number 2781965). OLYMPIA OFFICE MOVERS currently has an unrated safety rating with the FMCSA.

OLYMPIA-PA is a wholly owned subsidiary of OLYMPIA.

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.

Mr. Gilmartin is a graduate of Northeastern University. Mr. Gilmartin has been **actively involved in the moving and storage industry for more than 26 years**. Mr. Gilmartin began his employment in the industry as a helper on moving trucks. He worked his way through the industry in roles of increasing responsibility to his current position as owner of OLYMPIA. Started in 1993, OLYMPIA's present residential moving and storage operations consist of offices and warehouse facilities in Watertown and Mansfield, MA and Alexandria and Sterling, VA; employing approximately 39 office and sales personnel and approximately 150 movers and drivers. This number roughly doubles during the spring, summer and fall months of the busy "moving season."

Mr. Gilmartin holds the following certificates from the American Moving & Storage Association:

- Certified Moving Consultant (CMC),
- Certified Office & Industrial Consultant (COIC); and
- Registered International Mover (RIM).

OLYMPIA is:

- ProMover certified by American Moving & Storage Association;
- Wheaton Worldwide Agent of the year for 2013 and 2007;
- Member of International Facility Management Association;
- Member of Greater Washington Employee Relocation Council;
- Member (A+ rating) of Better Business Bureaus (Watertown, MA and Arlington, VA)

For years OLYMPIA is and has been a proud supporter and logistics supplier of Special Olympics in Massachusetts and Virginia. OLYMPIA was recognized on Aug. 20, 2015, at Fenway Park, Boston Massachusetts before a ball game in front of a sell-out crowd as supporting and providing logistics support to Special Olympic athlete. Link: (<https://specialolympicsma.wordpress.com/2015/08/27/olympia-moving-storage-recognized-at-fenway/>).

Through OLYMPIA's relationship with Special Olympics Massachusetts and Virginia, OLYMPIA's team, from the move coordinators to the crew on the trucks, sees firsthand what focus and dedication can accomplish. OLYMPIA strives to deliver an exceptional relocation experience for every customer and family. Mr. Gilmartin instills a culture of accountability and closely coordinated teamwork. OLYMPIA has distinguished itself as a leader in the moving industry for the quality of service provided, exceptional staff and drive to improve. There is a collective identity, a strong sense of mission and pride in the OLYMPIA organization.

It is this culture that OLYMPIA-PA would bring to the Commonwealth of Pennsylvania should the authority sought be obtained from the Pennsylvania Utility Commission.

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.

OLYMPIA's current residential moving and storage offices and warehouses leased or owned consist of:

65,000 +/- s.f.	17 Bridge St., Watertown, MA	37,500 +/- s.f.	6308 Gravel Ave., Alexandria, VA
80,000 +/- s.f.	290 Forbes Blvd., Mansfield, MA	27,500 +/- s.f.	22685 Dulles Summit Ct., Sterling, VA
140,000 +/- s.f. in Massachusetts		65,000 +/- s.f. in Virginia	

It is OLYMPIA-PA's intention to acquire a similar location in Pennsylvania to conduct moving and storage business, after OLYMPIA-PA has been granted the authority sought.

Office hours are Monday through Friday, 8 am – 4:30 pm, Saturday 8 am -12 pm, closed Sundays, or by appointment.

Customer requests

- Can be made by telephone, email, or submission through OLYMPIA's website;
- After the contract is signed, a customer service coordinator is assigned to specifically track actions.

Dispatch of vehicles

- Dispatch office assigns tasks and communicates with drivers and crew.

Communicates with drivers

- All driver's helpers have cell phones for immediate contact and ability to relay instruction to drivers from dispatch office;
- A GPS tracking device is installed on all vehicles to monitor progress of operations.

PUC and business records

- Tariff, consumer notice(s), written estimate, bills of lading, and inventories etc. maintained in files at office facility acquired by OLYMPIA-PA after grant of the authority sought. Estimates, bills of lading and inventories kept for 2 years from date of move. Criminal history records required by 52 Pa. Code, § 31.134 will be maintained for 3 years.

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).**

It is expected that OLYMPIA-PA will initially hire a manager and two movers. OLYMPIA's management frequently travels between operations in Massachusetts and Virginia and are expected to conduct similar visits and be available to visit/manage operations in Pennsylvania for OLYMPIA-PA. In addition, OLYMPIA has a large force of sales people and move coordinators who are there to assist the customer with all aspects of the move. OLYMPIA has an extensive, state of the art software program which: (a) assists the customer in providing pertinent timely communications and (b) provides OLYMPIA with a quality control/compliance procedure. OLYMPIA's personnel are trained on the use of the software. The software enables OLYMPIA to provide a consistent quality experience. It is expected that OLYMPIA-PA will utilize the same software.

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:

1 driver to begin operations.

- a. Your hiring standards for drivers;

OLYMPIA-PA shall utilize the driver qualification procedures used by OLYMPIA in connection with OLYMPIA's agency status with Wheaton Van Lines. See attached.

- b. Your system to ensure prospective drivers will be subject to criminal background checks;

OLYMPIA, through a consumer reporting agency ("CRA") intends to do full background checks on all employees. OLYMPIA intends to comply with 52 Pa. Code, § 31.134 relative to criminal history record checks for all employees providing moving services in shipper's dwelling.

- c. Your driver training program;

See attached.

Drivers have a combination of on-the-job training and classroom/on-line instruction. All drivers will be required to successfully complete road testing in the motor carrier vehicle.

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

OLYMPIA requests driver motor vehicle record (MVRS) annually for the Annual Review and Certification of Violations – per FMCSA Federal Motor Carrier Safety Regulations (FMCSRs). In addition, OLYMPIA requires all drivers to adhere to all FMCSA FMCSRs to advise OLYMPIA regarding any moving violations, license suspensions, revocations or disqualifications.

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

OLYMPIA, through a consumer reporting agency ("CRA") intends to do full background checks on all employees. OLYMPIA intends to comply with 52 Pa. Code, § 31.134 relative to criminal history record checks for all employees providing moving services in shipper's dwelling.

- f. Your policies regarding alcohol and drug use by your drivers.

OLYMPIA-PA shall maintain an alcohol and drug free workplace. OLYMPIA-PA will follow FMCSRs (49 CFR parts 382 and 40) for all safety sensitive personnel requiring drug and alcohol testing and 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.

See attached equipment list owned by OLYMPIA. In addition to owned equipment, and because the demands on vehicles vary due to seasonal variation, the balance of OLYMPIA's truck related needs are addressed through a long-standing vendor relationship with Ryder Truck Rental. Through the arrangement with Ryder, OLYMPIA is able to lease trucks on a short and long-term basis which trucks are inspected and maintained by Ryder according to DOT FMCSRs regarding parts and accessories necessary for safe operation and inspection, repair and maintenance. OLYMPIA-PA intends to bring into Pennsylvania similar equipment should the authority sought be obtained from the Pennsylvania Utility Commission.

<u>YEAR</u>	<u>MAKE</u>	<u>MODEL</u>	<u>SEATING CAPACITY</u>	<u>VEHICLE ID #</u>	<u>MILEAGE</u>
-------------	-------------	--------------	-----------------------------	---------------------	----------------

8. Describe your vehicle safety program. Please include the following in your explanation:

g. Your periodic vehicle maintenance plan;

The drivers are required to do a visual daily inspection of the truck. Any issues will be documented on records which management will review at the end of each day and address maintenance as required for safe operation. All motor carrier vehicles will be inspected four (4) times per year or as required due to operation of the vehicle to ensure the vehicles meet all DOT FMCSRs and state safety guidelines.

h. 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;

OLYMPIA's motor carrier vehicles will undergo annual or semiannual inspection by certified state inspection stations, as required, and will be serviced for maintenance four (4) times per year or as required due to operation of the vehicle to ensure the vehicle meet all DOT FMCSRs and state safety guidelines.

i. Your system for ensuring your vehicles will maintain compliance with the PUC's requirements for passenger service at 52 Pa. Code, Section 29.403 (applicable to passenger applicants only); Not applicable.

j. Your system for replacing vehicles once they are greater 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); Not applicable.

k. Your system for ensuring the filing of an annual vehicle list (taxicabs and limousines); Not applicable.

l. 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).

OLYMPIA shall be knowledgeable of and comply with the applicable requirements of 67 Pa. Code, Chapter 175 and 52 Pa. Code, Chapter 37 including adoptions by reference of parts 393 and 396 of title 49, Code of Federal Regulations of the FMCSA's FMCSRs. All employees will be instructed on said requirements. If a truck is placed out of service OLYMPIA will hire a rental vehicle to keep customer commitments.

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.

OLYMPIA maintains insurance policies which include public liability and cargo liability and adhere to FMCSRs. See attached.

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

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

During the initial contact and when contracts are signed, customers are provided a procedure to have their complaints addressed. This procedure includes, when required, filing complaints with the Pennsylvania Utility Commission. A copy of the PUC's "Information for Shippers" will be provided.

n. Your intended customer complaint resolution procedure.

Customers are directed to contact OLYMPIA-PA's customer service coordinator who is trained to facilitate a successful resolution. See answers to # 3 and 4 above.

Customers will be made aware of and allowed to file claim through OLYMPIA's website

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?

OLYMPIA-PA is a limited liability company; however Mr. Gilmartin does not have any criminal issue.

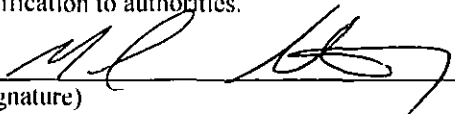
YES NO

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.

Attached please find true and accurate Statement of Financial Position (Balance Sheet and Statements of Income and Retained Earnings (Deficit)) prepared for OLYMPIA as of August 31, 2015; if necessary, OLYMPIA-PA can outline a pro-forma one-year projected income statement for just this one location in Pennsylvania OLYMPIA-PA wishes to open.

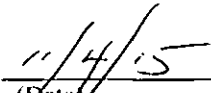
Verification of Statement

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)
Michael J. Gilmartin, Manager

(Name and Title, printed or typed)



(Date)

(Applicant's Continuation Statement to Verification Statement)
New Operations Application for Motor Common Carrier of Household Goods in Use
Before the PA Public Utility Commission

6.a. Driver Hiring Standards

The following represents the general guidance to be used when reviewing an applicant for driver qualification. The applicant must be at least 21 years of age to operate locally; at least 22 years of age to operate over the road. Driver applicants must also have one year of verifiable driving experience for CDL holders and a minimum of six months for non-CDL drivers. Driver applicants must also have a minimum of six months experience as a professional household goods mover for local driving and one year for over the road drivers.

1. Driver Qualification Application – all questions answered including complete 10 year background history with no unexplained time periods. Complete telephone numbers for previous employers.
2. Road test – all applicants must be road tested in the type of equipment to be used. A currently qualified supervisor or driver may give the road test.
3. Road test certificate – all information is completed by tester.
4. Brake inspector – complete if the driver applicant has CDL.
5. Medical exam/medical certificate – physical long forms from other companies are acceptable if less than 90 days old and meet the DOT standards; otherwise driver applicant will be medically examined for physical qualifications by a certified medical examiner.
6. Drug screen control form – control forms must be taken by the driver applicant to an approved collection site.
7. Driver license – one legible copy
8. Consent and disclosure statement for the drug and alcohol testing programs and substance abuse policies – driver applicant to read the program and policies and completes the consent/disclosure statement.
9. Fair Credit Reporting Act Release and Authorization.
10. Certification of license requirements.
11. Driver on-duty hours statement.
12. Disqualifications include
 - Conviction of driving a CMV under the influence of alcohol.
 - Convictions of driving a personal motor vehicle under the influence of alcohol within 36 months of application.
 - Two or more convictions of driving while intoxicated in a personal vehicle unless one of the convictions is more than 5 years old and the other is 10 years old or more.
 - None of the following unless reviewed and approved by OLYMPIA-PA safety officer:
 - No reckless/careless driving (within the past 12 months)
 - No speeding of 20 mph or more over posted limit within past 12 months
 - No leaving the scene of an accident
13. Accidents
 - No preventable DOT accident in past 3 years
 - No more than 2 accidents within past 3 years
 - No more than 1 accident within past 12 months

Employee Safety

Employee safety is managed to ensure a safe work environment and a safe community. Olympia-PA's program consists of:

- * Medical clearance – FMCSA physical certifications. All drivers must meet minimum criteria as established by the FMCSRs;
- * Drug and alcohol screening – all team members undergo a pre-hiring screen and random tests are performed;
- * Background checks – pre-hiring background checks are performed to determine disqualifying offenses;
- * Hours of Service (HOS) and/or time card maintenance, as required, showing miles traveled, hours worked, fuel usage. It specifies loads picked up and/or delivered as well as routes traveled.
- * Health care initiatives – all full time employees are offered to option of electing to obtain employer provided medical insurance.

Vehicle Maintenance

Vehicle maintenance consists of daily inspections and periodic evaluations. Olympia-PA monitors:

- * Engine – fluids are checked and each unit is started to insure reliability.
- * Transmission – daily check of fluid levels.
- * Clutch – adjustments are made as needed.
- * Steering mechanism – checked to insure no play.
- * Horn – air horn is checked for response.
- * Windshield wipers – replaced as necessary.
- * Rear view mirrors – checked to make sure safely secured and properly positioned.
- * Lighting devices and reflectors – all devices are inspected including hazards and turn signals.
- * Parking brake – tested to insure proper operation.
- * Service brakes – air brakes are inspected.
- * Air lines/light lines – tested to make sure secured.
- * Coupling devices – tested to make sure secured.
- * Tires – inspected for damage, tread.
- * Wheels – inspected for rust, lug nuts tightened
- * Emergency equipment – triangles, fire extinguisher and other safety items inventoried and inspected.

Environmental Considerations

- * Emissions – emissions monitored for EPA compliance as verified through required vehicle inspections.
- * Waste disposal – all waste is returned to facility and disposed of properly.
- * Recycling – program for both the office and fleet of vehicles.
- * Hazardous material – Does not haul hazardous materials. Any hazardous refuse is disposed of in accordance with regulations.

**(Applicant's Continuation Statement to Verification Statement)
New Operations Application for Motor Common Carrier of Household Goods in Use
Before the PA Public Utility Commission**

7. Vehicle List

Fleet Number	Vehicle Type	Manufacturer	Model	Registration Number	Vehicle Identification Number
001	26' Peak	Freightliner	M2	P74655	1FVACWDT18HZ65714
002	26' Peak	Freightliner	M2	P74652	1FVACWDT88HZ65712
003	26' Peak	Freightliner	M2	N51000	1FVACWDT38HZ65715
004	26' Peak	Freightliner	M2	P74654	1FVACWDTX8HZ65713
005	26' Peak	Freightliner	M2	P87259	1FVACWDT0EHFG1135
006	26' Peak	Freightliner	M2	P87258	1FVACWDT2EHFG1136
007	26' Peak	Freightliner	M2	86135	1FVACXDT08HZ65709
009	26' Peak	Freightliner	M2	84322	1FVACXDT9CDBL8004
010	26' Peak	Freightliner	M2	83557	1FVACXDT0CDBL8005
012	Cube Van	Mitsubishi	FE	P96930	1JL6BNG1A7DK007278
014	26' Peak	Freightliner	M2	R55258	3ALACWDT0FDGB4682
015	26' Peak	Freightliner	M2	R55257	3ALACWDT2FDGB4683
016	26' Peak	Freightliner	M2	R55256	3ALACWDT4FDGB4684
018	Cube Van	Isuzu	NPR	R91366	JALC4W165F7002834
101	26' Peak	Freightliner	M2	P74651	1FVACXDT78HZ65710
102	26' Peak	Freightliner	M2	P74656	1FVACWDT68HZ67071
103	26' Peak	Freightliner	M2	62676-TA	1FVACWDT0DHFG2980
104	26' Peak	Freightliner	M2	P74653	1FVACWDT58HZ65716
105	26' Peak	Freightliner	M2	P64605	1FVACWDT2CDBL8002
106	26' Peak	Freightliner	M2	P87181	1FVACWDT9EHFG1134
107	26' Peak	Freightliner	M2	TX125354	1FVACWDT8FHGC1776
201	Cube Van	Mitsubishi	FE	R32036	JL6BNG1A1DK007261
0001-170	53' Trailer	Kentucky	ST	L32939	1KKVE5329BL230600
0001-172	53' Trailer	Kentucky	ST	L32940	1KKVE5320BL230601
0001-174	53' Trailer	Kentucky	ST	L30577	1KKVE5322CL231475
0001-176	53' Trailer	Kentucky	ST	L32941	1KKVE5324CL231476
0001-528	53' Trailer	Kentucky	ST	L12023	1KKVE53204L212733
0058-004	53' Trailer	Kentucky	FVCC-D	SM82052	1KKVE53266L221049
0058-007	Tractor	Volvo	VN 670	80782	4V4NC9TJX5N370635
0254-025	Tractor	Freightliner	CL120	86137	1FUJA6CK98LZ03882
0254-071	Tractor	Volvo	VNL 780	82676	4V4NC9EH2CN550196
254-002	53' Trailer	Kentucky	FVCC-D	SM82050	1KKVE53246L221048
254-006	53' Trailer	Kentucky	FVCC-D	SM78631	1KKVE532X7L223999
254-008	51' Trailer	Kentucky	FVCC-D	X 4851	1KKVE51276L221080
7254-002	53' Trailer	Kentucky	FVCC-D	SM93567	1KKVE53216L222013
7254-003	Tractor	Freightliner	Argosy	57296	1FUYLSEB5YLG08294

7254-006	53' Trailer	Kentucky	FVCC-D	72509	1KKVE53239L222014
7254-008	53' Trailer	Kentucky	FVCC-D	SM90273	1KKVE53297L224397
7254-018	53' Trailer	Kentucky	FVCC-D	72510	1KKVE53207L224398

C:\Users\OWNER\Documents\Office Files\Client Data\Olympia\PA Authority\Olympia PA PUC VS v.1 (marked up).doc

SPIKE, INC.
D/B/A OLYMPIA MOVING AND STORAGE COMPANY
Preliminary
BALANCE SHEET (unaudited)
August 31, 2015

ASSETS	<u>8/31/2015</u>	<u>8/31/2014</u>	<u>12/31/2014</u>
CURRENT ASSETS			
Cash	\$ 311,424	\$ 24,780	\$ 144,942
Accounts Receivable Net of Allowance	2,050,158	1,875,369	1,116,886
Note receivable from Stockholder			
Employee advances	24,050	49,030	29,202
Prepaid Expenses	246,079	107,069	117,134
TOTAL CURRENT ASSETS	<u>2,631,710</u>	<u>2,056,228</u>	<u>1,408,164</u>
PROPERTY PLANT AND EQUIPMENT (NET)	865,537	874,505	743,560
OTHER ASSETS			
Note receivable from Owner Operators	85,304	23,806	95,337
Deposits & other assets	33,573	27,706	16,833
TOTAL ASSETS	<u>\$ 3,616,125</u>	<u>\$ 2,982,244</u>	<u>\$ 2,263,895</u>
 LIABILITIES AND STOCKHOLDERS EQUITY (DEFICIT)			
CURRENT LIABILITIES			
Line of credit	118,390	249,331	0
Current portion of long-term debt	186,043	172,240	173,224
Current obligations under capital leases	13,517	9,198	13,175
Advance from landlord	161,500	155,500	245,500
Escrow Driver	16,386	11,750	13,574
Accounts payable	554,066	756,965	619,429
Accrued expenses	536,969	589,733	342,094
Accrued Income taxes	6,000	3,800	6,000
Accrued Interest	99,343	77,423	84,012
Accrued payroll and related taxes	365,173	297,127	264,047
Deferred Income	0	0	0
TOTAL CURRENT LIABILITIES	<u>2,057,388</u>	<u>2,333,069</u>	<u>1,761,054</u>
LONG TERM DEBT net of current portion	258,420	304,786	272,879
Note payable stockholder	229,371	229,371	229,371
STOCKHOLDER'S EQUITY			
Common stock	1,000	1,000	1,000
Retained earnings beginning of period	(409)	(141,662)	(141,662)
Distribution	54,000	22,379	22,379
Current year profit (loss)	1,124,356	278,060	163,632
Equity (Deficit)	1,070,947	115,019	591
TOTAL LIABILITIES AND STOCKHOLDERS EQUITY (DEFICIT)	<u>\$ 3,616,125</u>	<u>\$ 2,982,244</u>	<u>\$ 2,263,895</u>

SPIKE, INC
D/B/A OLYMPIA MOVING AND STORAGE COMPANY
 Preliminary
STATEMENTS OF INCOME AND RETAINED EARNINGS (DEFICIT) (unaudited)
 For the 8 months ending August 31, 2015

	Month		Year to date				12/31/2014	
	2015		2015		2014			
REVENUE								
Moving	\$ 2,084,888	89.0%	\$ 10,689,803	87.8%	\$ 8,622,033	89.6%	\$ 11,944,622	86.3%
Storage	258,894	11.0%	1,489,417	12.2%	1,004,918	10.4%	1,894,675	13.7%
	<u>2,341,782</u>	<u>100.0%</u>	<u>12,189,220</u>	<u>100.0%</u>	<u>9,626,951</u>	<u>100.0%</u>	<u>13,839,297</u>	<u>100.0%</u>
COST OF REVENUE (SCHEDULE)	<u>1,200,983</u>	<u>51.3%</u>	<u>6,812,780</u>	<u>55.9%</u>	<u>5,769,291</u>	<u>59.9%</u>	<u>8,179,344</u>	<u>59.1%</u>
GROSS PROFIT	1,140,819	48.7%	5,376,430	44.1%	3,857,660	40.1%	5,659,953	40.9%
SELLING GENERAL AND ADMINISTRATIVE EXPENSES (SCHEDULE)	<u>593,148</u>	<u>25.3%</u>	<u>4,234,825</u>	<u>34.7%</u>	<u>3,588,564</u>	<u>37.3%</u>	<u>5,509,111</u>	<u>39.8%</u>
INCOME FROM OPERATIONS	547,673	23.4%	1,141,604	9.4%	269,096	2.8%	150,842	1.1%
OTHER INCOME (EXPENSE)								
Interest Income	600	0.0%	18,302	0.2%	2,513	0.0%	9,038	0.1%
Other Income		0.0%	5,707	0.0%	50,350	0.5%	69,350	0.5%
Other Expense	0		0		0		0	
Interest Expense	<u>(5,138)</u>	<u>-0.2%</u>	<u>(41,257)</u>	<u>-0.3%</u>	<u>(43,899)</u>	<u>-0.5%</u>	<u>(65,597)</u>	<u>-0.5%</u>
	<u>(4,538)</u>	<u>-0.2%</u>	<u>(17,249)</u>	<u>-0.1%</u>	<u>8,964</u>	<u>0.1%</u>	<u>12,789</u>	<u>0.1%</u>
NET INCOME	543,135	23.2%	1,124,356	9.2%	278,060	2.9%	163,632	1.2%
EQUITY (DEFICIT) beginning of period	533,812		591		(140,662)		(140,662)	
DISTRIBUTIONS	<u>6,000</u>		<u>54,000</u>		<u>22,378</u>		<u>22,379</u>	
RETAINED EARNINGS (DEFICIT) end of period	\$ <u>1,070,947</u>		\$ <u>1,070,947</u>		\$ <u>115,019</u>		\$ <u>591</u>	

SPIKE, INC
D/B/A OLYMPIA MOVING AND STORAGE COMPANY
Preliminary
SCHEDULES OF COST OF REVENUE
For the 8 months ending August 31, 2015

	Month		Year to date				12/31/2014	
	2015		2015		2014			
Credit Card Fees	\$ 36,804	1.6%	\$ 197,833	1.6%	\$ 142,888	1.5%	\$ 214,615	1.6%
Damages	22,150	0.9%	147,266	1.2%	82,465	0.9%	132,831	1.0%
Depreciation	7,000	0.3%	53,000	0.4%	40,050	0.4%	70,392	0.5%
Fuel	39,378	1.7%	227,947	1.9%	293,632	3.1%	402,407	2.9%
Worker's Comp Insurance	16,801	0.7%	118,180	1.0%	94,890	1.0%	146,517	1.1%
Licenses and Permits	12,184	0.5%	88,126	0.6%	62,567	0.6%	87,673	0.8%
Materials Supplies Small Tools	52,993	2.3%	415,744	3.4%	411,973	4.3%	528,103	3.8%
Misc Moving	0	0.0%	0	0.0%	3,477	0.0%	5,433	0.0%
Payroll Taxes	40,360	1.7%	257,370	2.1%	237,267	2.5%	320,572	2.3%
Rental Lease Expense	89,212	4.2%	475,640	3.9%	371,775	3.9%	536,654	3.9%
Repairs and Maintenance	30,377	1.3%	141,084	1.2%	154,393	1.6%	216,371	1.6%
Payroll Expense	527,861	22.5%	2,742,191	22.5%	2,440,014	25.3%	3,372,332	24.4%
Third Party Services	301,250	12.9%	1,902,895	15.6%	1,369,369	14.2%	2,055,348	14.9%
Travel	8,863	0.4%	38,884	0.3%	47,570	0.5%	66,482	0.5%
Uniforms	4,550	0.2%	25,519	0.2%	16,862	0.2%	23,614	0.2%
	<u>\$ 1,200,983</u>	<u>51.3%</u>	<u>\$ 6,812,780</u>	<u>55.9%</u>	<u>\$ 5,789,291</u>	<u>59.9%</u>	<u>\$ 8,179,344</u>	<u>59.1%</u>

SPIKE, INC.
D/B/A OLYMPIA MOVING AND STORAGE COMPANY
Preliminary
SCHEDULES OF SELLING, GENERAL AND ADMINISTRATIVE EXPENSES
For the 4 months ending August 31, 2015

	Month		Year to date					
	2015		2015		2014		12/31/2014	
Officer's Wages	\$ 12,917	0.6%	\$ 109,584	0.9%	\$ 109,584	1.1%	\$ 170,000	1.2%
Salaries and Wages	291,963	12.5%	2,085,493	17.1%	1,731,496	18.0%	2,634,328	19.0%
Rent	78,188	3.3%	621,572	5.1%	585,980	6.1%	879,946	6.4%
Equipment rental	2,196	0.1%	10,615	0.1%	7,201	0.1%	11,349	0.1%
Insurance General	22,101	0.9%	194,469	1.6%	136,094	1.4%	218,181	1.6%
Telephone	6,085	0.3%	48,671	0.4%	49,022	0.5%	74,088	0.5%
Payroll Taxes	18,310	0.8%	146,690	1.2%	131,601	1.4%	191,040	1.4%
Employee Benefits	9,502	0.4%	78,460	0.6%	55,542	0.6%	82,365	0.6%
Insurance Health	24,168	1.0%	126,882	1.0%	118,470	1.2%	183,647	1.2%
Education	13,321	0.6%	71,871	0.6%	61,513	0.6%	87,900	0.6%
Depreciation and Amortization	7,000	0.3%	53,000	0.4%	40,050	0.4%	70,392	0.5%
Advertising	21,721	0.9%	131,614	1.1%	122,647	1.3%	183,033	1.3%
Utilities	3,642	0.2%	39,886	0.3%	55,631	0.6%	73,889	0.5%
Office Expense	779	0.0%	10,665	0.1%	9,603	0.1%	12,350	0.1%
Professional Fees	3,403	0.1%	29,661	0.2%	25,288	0.3%	30,852	0.2%
Other Taxes	9,234	0.4%	43,610	0.4%	72,831	0.8%	115,319	0.8%
Travel and entertainment	20,692	0.9%	106,955	0.9%	71,263	0.7%	106,461	0.8%
Repairs and Maintenance	20,594	0.9%	159,227	1.3%	68,505	0.7%	134,495	1.0%
Dues and Subscriptions	812	0.0%	5,675	0.0%	11,130	0.1%	14,671	0.1%
Postage	591	0.0%	4,283	0.0%	8,095	0.1%	10,499	0.1%
Disposal	6,564	0.3%	40,193	0.3%	33,157	0.3%	50,060	0.4%
Misc	1,531	0.1%	5,775	0.0%	803	0.0%	1,378	0.0%
Computer	4,565	0.2%	43,012	0.4%	34,825	0.4%	45,490	0.3%
Bad Debt	14,882	0.6%	64,229	0.5%	47,713	0.5%	143,622	1.0%
Contributions	0	0.0%	0	0.0%	0	0.0%	0	0.0%
Penalties	0	0.0%	0	0.0%	0	0.0%	0	0.0%
Bank Charges	385	0.0%	2,751	0.0%	2,521	0.0%	3,757	0.0%
	<u>\$ 593,146</u>	<u>25.3%</u>	<u>\$ 4,234,825</u>	<u>34.7%</u>	<u>\$ 3,588,564</u>	<u>37.3%</u>	<u>\$ 5,509,111</u>	<u>39.8%</u>