

Phone: (412) 343-0970 Cell: (412) 980-5088 Fax: (412) 343-0971 e-mail: pillarlaw@verizon.net Hours by Appointment Only at: 300 Mt. Lebanon Blvd. Suite 220-A Pittsburgh, PA 15234

December 31, 2015

Re: Application of Hindman & Isaacs Moving & Storage, Inc. Docket A-2014-2435970

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

Dear Secretary Chiavetta:

Enclosed herewith for filing is the Verified Statement of the applicant in the above docketed proceeding. A copy has been sent to Joshua S. Kwiatkowski, Compliance Specialist, Motor Carrier Services & Enforcement.

If the Commission requires any further information, please contact the undersigned.

Very truly yours, JÓHŃ A. PILLAR

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Enclosure

cc: Joshua S. Kwiatkowski (w/encl.) Hindman & Isaacs Moving & Storage, Inc.

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VERIFIED STATEMENT OF APPLICANT

PA PUBLIC UTILITY COMMISSION

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.

PUC Application Docket No.	<u>A-2014-2435970</u>
Legal Name of Applicant:	Hindman & Isaacs Moving & Storage, Inc.
Trade Name, if any:	N/A
Address (Principal place of business):	122 Hindman Lane, Butler, PA 16001

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.

My name is Scott J. Isaacs, Sr. I am the President of Hindman & Isaacs Moving & Storage, Inc. and am active in the day-to-day operation and management of the Applicant.

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

None.

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.

I started work in the moving field with Hindman Transfer & Storage, Inc. in 1987, which was owned by George Hindman, my father-in-law. I was trained by George Hindman and other experienced employees. I started Hindman & Isaacs Moving & Storage, Inc. in 2000 in partnership with George Hindman. I do estimates, pack, load, deliver, drive, and all other aspects of the business, from the office to the physical labor of moves.

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.

We have an office and shop at 122 Hindman Lane, Butler, PA where trucks are maintained. All of our records regarding maintenance are kept at this facility. We also have an office at my home at 335 Kriess Road in Renfrew, PA where we keep our safety records and other business records. We also have storage space, some of which is in use, and we have room for expansion. We also have a website which is <u>www.hindman&isaacsmoving.com</u>, where we have all of our phone numbers and other contact information. We provide estimates for moves and we schedule moves in advance. We try to perform all services requested by our customers. We maintain communication with our employees by cell phone. Our hours of operation are from 8:00 a.m. to 5:00 p.m. and there is an after hours number that can be called up until 7:00 p.m.

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.)

We currently have six employees and plan to hire more based on the amount of work we can generate with local moving in Pennsylvania. All of our employees are trained to perform packing, loading and driving. CDL licenses are required before a driver is hired. I believe that we can increase our personnel by 6 to 8 more employees. All drivers will be trained as needed. We stress crew leading skills and public relations skills with our customers.

- 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:
 - a. your hiring standards for drivers;
 - b. your system to ensure prospective drivers will be subject to a criminal background check;
 - c. your driver training program;
 - d. your system for ensuring that your drivers are properly licensed at all times;
 - e. your system to ensure that all drivers will be subject to a criminal background check every two years;
 - f. your policies regarding alcohol and drug use by your drivers.

- a. Drivers must have clean motor vehicle records and CDL Class A or B licenses. We require two years over-the-road experience. We will train drivers who have less experience before they can lead a crew or drive over the highway.
- b. We do background checks on all of our drivers.
- c. Drivers are given a company handbook which explains the required duties of drivers from pre-trip to preparing logs and preparing driver maintenance reports.
- d. Our insurance company provides motor vehicle registration fact checking on all drivers every three months.
- e. Some drivers are required to have passports as our company has conducted moving operations into Canada. As stated above, our insurance company assists us in doing criminal background checks.
- f. Drivers are subject to pre-employment drug and alcohol testing. Once they are hired, they are subject to random drug and alcohol testing.
- 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 model years.

YEAR	MAKE	MODEL	SEATING CAPACITY	VEHICLE ID #
1995	Freightliner	F1D120	3	1FUYDSEB8SH871979
1992	International	straight truck	3	1HTSDNUN8WH432802
2002	GMC	straight truck	3	1GD36H1C123501126
1995	Kentucky	51' moving trailer		
1993	Kentucky	48' moving van		

- 8. Describe your vehicle safety program. Please include the following in your explanation:
 - a. your periodic vehicle maintenance plan;
 - 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;
 - c. 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);
 - d. 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);
 - e. your system for ensuring the filing of an annual vehicle list (taxicabs and limousines);
 - f. 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).

a.-f. Vehicles are given maintenance work every weekend unless maintenance is required more often. Each vehicle is subject to a semi-annual Pennsylvania inspection. All trailers get a federal inspection once a year. Maintenance records are kept and maintained at our office.

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

Hindman & Isaacs has been in business since 2000. We already have insurance for cargo, general liability, workers comp and auto liability for all of our vehicles and we expect to maintain this insurance if this application is approved.

- 10. Please describe your customer service standards. Within your description, please explain:
 - a. your plan to inform customers of the procedures for filing complaints with the PUC;
 - b. your intended customer complaint resolution procedure.

Our company is a member of AMSA which has an arbitration program. Our customers are informed about this and given a customer service survey at loading and unloading to fill out. The survey is kept with the customer's file. If a customer calls with a complaint, it is processed and handled with immediate attention by myself personally and resolved as soon as possible.

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.

There is attached to my statement a balance sheet for Hindman & Isaacs Moving & Storage, Inc. as of December 31, 2015. Our company is in a strong financial position as shown on our balance sheet. There is attached an income statement for the 12 month perion ending December 31,2015. We believe our company is in a good financial position to expand our moving service in the application area.

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01/04/16 Accrual Basis

Hindman & Isaacs Moving & Storage Inc Profit & Loss

January through December 2015

	Jan - Dec 15
Ordinate Income /Function	
Ordinary Income/Expense Income	
Container Income	25,943.57
Freight Income	150,757.38
Insurance Claims	6,052.16
Interstate Moves	44,579.02
Intrastate Moves	34,082.66
Mini Moves Income Miscellaneous Income	34,164.88 9,068.07
NFT	9,068.07 83,497.49
Reimbursed Expenses	-59.40
Storage	4,561.50
Tank Truck Income	106,321.00
Total Income	498,968.33
Cost of Goods Sold	
Containers	7,433.32
Medical Insurance	
Medical Insurance-Scott	14,047,14
Medical Insurance - Other	-133.00
Total Medical Insurance	13,914.14
Moving-Expenses	
Fax	24.33
Motel Moving-Contracted Labor	3,125.77 770.00
Moving-Supplies	350.00
Total Moving-Expenses	4,270.10
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Trip Expenses Contracted Labor	254,90
Fax	4.00
Motel	69.80
Parking	92.50
Scales	167.14
Showers	111.00
Tolls	2,370.90
Trip Expenses - Other Total Trip Expenses	<u> </u>
Total COGS	28,800.15
Gross Profit	470,168.18
Expense	
Advertising	105.32
Authority Bad Debt	840.00 2,370.00
Bank Service Charges	9,98
Bonus	350.00
Chamber Membership	-1,537.05
Claims	112.32
Dental/Eye care insurance	378,48
Donations	500.00
Dues and Subscriptions	716.84
Fees	765.68
Fleet One - fecs Fuel	281.00 67.310.61
Insurance	01,010,01
Work Comp	23,352.00
Insurance - Other	42,642.70
Total Insurance	65,994.70
Interest Expense	3,193.18

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Accrual Basis

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Hindman & Isaacs Moving & Storage Inc Profit & Loss

January through December 2015

	Jan - Dec 15
Licenses and Permits Apportioned Registration Licenses and Permits - Other	1,606.90 7,811.31
Total Licenses and Permits	9,418.21
Miscellaneous NFT Advances Notary Fees Office Supplies	8,323.19 -898.62 1,280.00
Printer / Ink Software Office Supplies - Other	367.99 394.60 976.60
Total Office Supplies	1,739.19
Payroli Expenses Physical Postage and Delivery Professional Fees Accounting	251,997.76 95.00 210.19 1,050.00
Legal Fees Professional Fees - Other	3,650.00 40.00
Total Professional Fees	40.00
Rent	3,366.36
Repair & Maintenance R&M-trk#1L70 R&M-trk#2900(maroon/cream volvo R&M-trk#6888(white volvo) R&M-trk#6888(teal freightliner) R&M-trk#8688(teal freightliner) R&M-trk#9002(blue freightliner) R&M - flatbed trailer R&M - flatbed trailer R&M - truck# 8368 Repair & Maintenance - pick up Repair & Maintenance - Trailers Repair & Maintenance - Other	5,095.05 17,19 1,235.30 884.38 2,079.06 1,213.11 381.69 1,103.68 843.81 2,014.96 17,567.03
Total Repair & Maintenance Road Taxes Services Services-Moving Storage Unit Tank Truck - 102209	32,435.26 494,47 450.00 3,631.25 1,144.80
Fuel-tank trk Insurance - tank truck Motel Repair&Maintenance-tank trk Service - tank truck Tolls - tank truck Uniforms-tank trk Tank Truck - 102209 - Other	4,927.43 900.00 700.85 6,090.42 3,627.75 -35.00 213.95 3,736.55
Total Tank Truck - 102209	20,161.95
Telephone Travel & Ent Meals	6,724,90 3,109,12
Total Travel & Ent	3,109.12
Truck Lease Uniforms	1,060.71 1,064,59

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01/04/16 Accrual Basis

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Hindman & Isaacs Moving & Storage Inc Profit & Loss January through December 2015

Jan - Dec 15
429.01
828.72
1,257.73
493,197.12
-23,028.94
-23,028.94

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01/04/16 Accrual Basis

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Hindman & Isaacs Moving & Storage Inc Balance Sheet

As of December 31, 2015

	Dec 31, 15
ASSETS	
Current Assets	
Checking/Savings Checking- S&T Bank	14,468.28
Escrow-S&T	3,917.78
Total Checking/Savings	18,386.06
Accounts Receivable Accounts Receivable	10.928.46
Total Accounts Receivable	10,928.46
Other Current Assets	10,320,40
A/R Offset-Jim Jamriska	-4,238,00
Advances	-1,405.84
Employee Advances	-3,662.09
Reserve - Mini Moves	1,200.00
Total Other Current Assets	-8,105.93
Total Current Assets	21,208.59
Other Assets	
Equipment	
Trailers	64,764,00
Trucks	41,843.61
Total Equipment	106,607.61
Equipment Accumulated Deprecati Vehicle in Progress	-84,628.18 583.46
Total Other Assets	22,562.89
TOTAL ASSETS	43,771.48
TOTAL ASSETS LIABILITIES & EQUITY Liabilities	43,771.48
LIABILITIES & EQUITY Liabilities Current Liabilities	43,771.48
LIABILITIES & EQUITY Liabilities Current Liabilities Accounts Payable	<u> </u>
LIABILITIES & EQUITY Liabilities Current Liabilities	43,771.48
LIABILITIES & EQUITY Liabilities Current Liabilities Accounts Payable Accounts Payable Total Accounts Payable	<u> </u>
LIABILITIES & EQUITY Liabilities Current Liabilities Accounts Payable Accounts Payable Total Accounts Payable Other Current Liabilities	<u>13,737.92</u> 13,737.92
LIABILITIES & EQUITY Liabilities Current Liabilities Accounts Payable Accounts Payable Total Accounts Payable Other Current Liabilities Loan- S&T- Trk # 1L70	<u>13,737.92</u> 13,737.92 -5,174.97
LIABILITIES & EQUITY Liabilities Current Liabilities Accounts Payable Accounts Payable Total Accounts Payable Other Current Liabilities Loan- S&T- Trk # 1L70 Loan - S&T - tank truck	<u>13,737.92</u> 13,737.92 -5,174.97 -21,498.85
LIABILITIES & EQUITY Liabilities Current Liabilities Accounts Payable Accounts Payable Total Accounts Payable Other Current Liabilities Loan- S&T- Trk # 1L70	<u>13,737.92</u> 13,737.92 -5,174.97
LIABILITIES & EQUITY Liabilities Current Liabilities Accounts Payable Accounts Payable Total Accounts Payable Other Current Liabilities Loan- S&T- Trk # 1L70 Loan - S&T - tank truck Note Payable-NFT	13,737.92 13,737.92 -5,174.97 -21,498.85 -1,000.00
LIABILITIES & EQUITY Liabilities Current Liabilities Accounts Payable Total Accounts Payable Other Current Liabilities Loan - S&T - Trk # 1L70 Loan - S&T - tank truck Note Payable-NFT Note Payable - Butler Armco Emp Note Payable - S&T Bank Note Payable - S&T Trailer	<u> 13,737.92</u> 13,737.92 -5,174.97 -21,498.85 -1,000.00 -5,168.00
LIABILITIES & EQUITY Liabilities Current Liabilities Accounts Payable Total Accounts Payable Other Current Liabilities Loan- S&T- Trk # 1L70 Loan - S&T - tank truck Note Payable - Butler Armco Emp Note Payable - S&T Bank Note Payable - S&T Bank Note Payable - S&T Trailer Payroll Liabilities	13,737.92 13,737.92 -5,174.97 -21,498.85 -1,000.00 -5,168.00 10,109.66 169.77
LIABILITIES & EQUITY Liabilities Current Liabilities Accounts Payable Total Accounts Payable Other Current Liabilities Loan- S&T- Trk # 1L70 Loan - S&T - tank truck Note Payable-NFT Note Payable - Butler Armco Emp Note Payable - S&T Bank Note Payable - S&T Trailer Payroll Liabilities Butler Township Local Tax	13,737.92 13,737.92 -5,174.97 -21,498.85 -1,000.00 -5,168.00 10,109.66 169.77 12.25
LIABILITIES & EQUITY Liabilities Current Liabilities Accounts Payable Total Accounts Payable Other Current Liabilities Loan- S&T- Trk # 1L70 Loan - S&T - tank truck Note Payable-NFT Note Payable - Butler Armco Emp Note Payable - S&T Bank Note Payable - S&T Bank Note Payable - S&T Trailer Payroll Liabilities Butler Township Local Tax Child Support Garnishment	13,737.92 13,737.92 -5,174.97 -21,498.85 -1,000.00 -5,168.00 10,109.66 169.77 12.25 99.42
LIABILITIES & EQUITY Liabilities Current Liabilities Accounts Payable Total Accounts Payable Other Current Liabilities Loan- S&T- Trk # 1L70 Loan - S&T - tank truck Note Payable-NFT Note Payable - Butler Armco Emp Note Payable - S&T Bank Note Payable - S&T Bank Note Payable - S&T Trailer Payroll Liabilities Butler Township Local Tax Child Support Garnishment Connoquenessing Twp Local Tax	13,737.92 13,737.92 -5,174.97 -21,498.85 -1,000.00 -5,168.00 10,109.66 169.77 12.25 99.42 223.74
LIABILITIES & EQUITY Liabilities Current Liabilities Accounts Payable Total Accounts Payable Other Current Liabilities Loan- S&T- Trk # 1L70 Loan - S&T - tank truck Note Payable-NFT Note Payable - Butler Armco Emp Note Payable - S&T Bank Note Payable - S&T Trailer Payroll Liabilities Butler Township Local Tax Child Support Garnishment Connoquenessing Twp Local Tax Federal Unemployement	13,737.92 13,737.92 -5,174.97 -21,498.85 -1,000.00 -5,168.00 10,109.66 169.77 12.25 99.42 223.74 -83.63
LIABILITIES & EQUITY Liabilities Current Liabilities Accounts Payable Total Accounts Payable Other Current Liabilities Loan- S&T- Trk # 1L70 Loan - S&T - tank truck Note Payable-NFT Note Payable - Butler Armco Emp Note Payable - S&T Bank Note Payable - S&T Bank Note Payable - S&T Trailer Payroll Liabilities Butler Township Local Tax Child Support Garnishment Connoquenessing Twp Local Tax	13,737.92 13,737.92 -5,174.97 -21,498.85 -1,000.00 -5,168.00 10,109.66 169.77 12.25 99.42 223.74
LIABILITIES & EQUITY Liabilities Current Liabilities Accounts Payable Total Accounts Payable Other Current Liabilities Loan- S&T- Trk # 1L70 Loan - S&T - tank truck Note Payable-NFT Note Payable - Butler Armco Emp Note Payable - S&T Bank Note Payable - S&T Trailer Payroll Liabilities Butler Township Local Tax Child Support Garnishment Connoquenessing Twp Local Tax Federal Unemployement Occupation Privilege Tax	13,737.92 13,737.92 -5,174.97 -21,498.85 -1,000.00 -5,168.00 10,109.66 169.77 12.25 99.42 223.74 -83.63 10.00
LIABILITIES & EQUITY Liabilities Current Liabilities Accounts Payable Total Accounts Payable Other Current Liabilities Loan - S&T - Trk # 1L70 Loan - S&T - tank truck Note Payable - NFT Note Payable - Butler Armco Emp Note Payable - S&T Bank Note Payable - S&T Bank Note Payable - S&T Trailer Payroll Liabilities Butler Township Local Tax Child Support Garnishment Connoquenessing Twp Local Tax Federal Unemployement Occupation Prívilege Tax PA-Unemployment Company	13,737.92 13,737.92 -5,174.97 -21,498.85 -1,000.00 -5,168.00 10,109.66 169.77 12.25 99.42 223.74 -83.63 10.00 121.23
LIABILITIES & EQUITY Liabilities Current Liabilities Accounts Payable Total Accounts Payable Other Current Liabilities Loan- S&T- Trk # 1L70 Loan - S&T - tank truck Note Payable-NFT Note Payable - Butler Armco Emp Note Payable - S&T Bank Note Payable - S&T Bank Note Payable - S&T Trailer Payroll Liabilities Butler Township Local Tax Child Support Garnishment Connoquenessing Twp Local Tax Federal Unemployement Occupation Privilege Tax PA-Unemployment Company Payroll Liabilities - Other	13,737.92 13,737.92 -5,174.97 -21,498.85 -1,000.00 -5,168.00 10,109.66 169.77 12.25 99.42 223.74 -83.63 10,00 121.23 12,998.38
LIABILITIES & EQUITY Liabilities Current Liabilities Accounts Payable Total Accounts Payable Other Current Liabilities Loan- S&T- Trk # 1L70 Loan - S&T - tank truck Note Payable-NFT Note Payable - Butler Armco Emp Note Payable - S&T Bank Note Payable - S&T Trailer Payroll Liabilities Butler Township Local Tax Child Support Garnishment Connoquenessing Twp Local Tax Federal Unemployement Occupation Privilege Tax PA-Unemployment Company Payroll Liabilities	13,737.92 13,737.92 -5,174.97 -21,498.85 -1,000.00 -5,168.00 10,109.66 169.77 12.25 99.42 223.74 -83.63 10,00 121.23 12,998.38 13,381.39

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01/04/16 Accrual Basis

Hindman & Isaacs Moving & Storage Inc Balance Sheet As of December 31, 2015

	Dec 31, 15
Equity	
Capital Stock	600.00
Retained Earnings	61,643.50
Net Income	-23,028.94
Total Equity	39,214.56
TOTAL LIABILITIES & EQUITY	43,771.48

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PA PUBLIC UTILITY COMMISSION SECRETARY'S BUREAU

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.

6 (Signature) Scott J TSAAS SC Dtt J. Isaacs, Sr. President

Scott J. Isaacs, Sr., President

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150 Green Commons Drive Pittsburgh, Pennsylvania 15243 06 JAN 2016 FM 2 L

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

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