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HENRY M. WICK, JR.  
(1921 - 2007)  
CARL F. MEYER  
(1929 - 2009)

January 29, 2016

Re: Application Florence M. Gunn d/b/a Go Flo Limo  
Docket No. A-2015-2512645  
Our File 6929

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

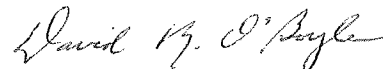
FILED ELECTRONICALLY

Dear Secretary Chiavetta:

We are electronically filing this date with the Commission the attached Applicant's Verified Statement on behalf of Florence M. Gunn d/b/a Go Flo Limo in connection with the above-captioned limousine application. If there are any questions concerning this unopposed application or if any additional information is needed to complete processing of the application, please contact the undersigned. Thank you for your cooperation and assistance in this matter.

Very truly yours,

WICK, STREIFF, MEYER,  
O'BOYLE & SZELIGO, P.C.



David M. O'Boyle

DOB/rms  
Attachment

cc: Ms. Florence M. Gunn (w/attach.)

BEFORE THE  
PENNSYLVANIA PUBLIC UTILITY COMMISSION

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DOCKET NO. A-2015-2512645

APPLICATION OF FLORENCE M. GUNN d/b/a GO FLO LIMO

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APPLICANT'S VERIFIED STATEMENT

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I. STATEMENT OF THE CASE

By application published in the Pennsylvania Bulletin on December 5, 2015, Florence M. Gunn d/b/a Go Flo Limo ("Applicant") seeks authority to transport, as a common carrier, persons in limousine service, from points in Allegheny County to points in Pennsylvania, and return; excluding areas under the jurisdiction of the Philadelphia Parking Authority ("Application"). No protests were filed in opposition to the Application. By letter dated January 4, 2016, the Commission advised Applicant that the Application had been assigned for review without an oral hearing and that the Verified Statement of Applicant must be filed with the Commission on or before February 5, 2015. Applicant now submits her Verified Statement in support of the Application.

VERIFIED STATEMENT OF APPLICANT  
ON BEHALF OF FLORENCE M. GUNN d/b/a GO FLO LIMO

1. IDENTITY OF OPERATING WITNESS ON BEHALF OF APPLICANT.

My name is Florence M. Gunn, and I am the sole proprietor of of a business which operates under the name of Go Flo Limo (“Applicant” or “Go Flo Limo”). I filed an application with the Pennsylvania Public Utility Commission at Docket No. A-2015-2512645 (“Commission”) requesting authority to provide limousine service from points in Allegheny County to points in Pennsylvania, and return, excluding service to areas under the jurisdiction of the Philadelphia Parking Authority (“Application”).

I work closely with my husband, Eugene D. Gunn, in managing and supervising the day-to-day operations of Go Flo Limo. I am authorized to submit this Verified Statement in support of Go Flo Limo’s limousine application.

2. APPLICANT HAS NO AFFILIATION WITH OTHER CERTIFICATED CARRIERS.

Applicant does not have any ownership interest in or direct affiliation with any other motor carrier certificated by the Commission. However, for the past eight years, Go Flo Limo has worked as an independent contractor for Augustus Reed, Jr., in providing limousine service to the public under his PUC operating authority at Docket No. A-00119047, which I understand authorizes limousine service between points in Allegheny County.

3. DESCRIPTION OF APPLICANT’S BUSINESS EXPERIENCE.

I have been involved in managing my sole proprietorship business for the past eight years. My husband and I work as a team and I take care of office administration matters, including bookkeeping, filing tax returns and other such tasks, and my husband is in charge of operational matters and he does all of the driving. My husband worked for the Port Authority of Allegheny

County for 24 years and specialized in electronics, including maintaining and repairing radios, on-board cameras and other electronic devices for the Port Authority's buses and other equipment. My husband also worked 10 years for Westinghouse Electric as a corporate limousine chauffeur and for Yellow Cab as a taxi cab driver for two years. For the past eight years he has driven a limousine vehicle providing service pursuant to our arrangement with Augustus Reed, Jr. On June 24, 2013, I registered to do business under the fictitious name of Go Flo Limo with the thought in mind that some day I would apply for PUC authority. That some day has now come.

My husband and I are familiar with all the requirements for managing and operating a limousine business, including such matters as filing tax reports, maintaining a limousine vehicle and complying with all applicable safety regulations. I believe that I have the necessary experience and knowledge to start up a certificated motor carrier operation to provide limousine service for the public.

4. DESCRIPTION OF BUSINESS FACILITIES, OFFICE OPERATIONS AND COMMUNICATIONS NETWORK.

Go Flo Limo has its business office located in the residence of me and my husband, and our home address is 3 Mason Road, Pittsburgh, PA 15235. Our residence is located on approximately two and one-four acres of land, and we have a large parking lot on our residence where we station any vehicles that are not in use. We have access to any and all business equipment that is needed to conduct our operations, such as a copier and fax machine. If we ever have a need to have any electronic communications with customers or vendors, we call upon our daughter who lives in our area to assist in handling those matters for us.

If the Application is approved, Go Flo Limo will provide service 7 days a week, 24 hours a day. Applicant's normal business hours are from 8:00 a.m. to 6:00 p.m., Monday through Friday. However, all telephone calls are directed to a cell phone that is dedicated to Go Flo Limousine's operations. If a call is received during off-business hours and no one is available to answer it, the call will be transferred to a voice mail to record a message from the customer. Cell phones are used to maintain communications with my husband while he is driving on a trip. This system has worked very efficiently and economically for us, and we expect to continue to use it in the future.

5. STAFFING OF APPLICANT'S OPERATION.

Go Flo Limo is a "mom and pop" service with my husband and I being the only staff. In the event that there is sufficient business to justify adding staff, we are willing to consider doing that by having either part time or full time employees, but we do not have any current plans to hire any administrative staff or for anyone else to drive. If we have more bookings for trips than we can handle, then our plan would be to farm out the trips to other carriers that we have known and dealt with, such as Augustus Reed, Jr.

6. DRIVER PERSONNEL.

Go Flo Limo has one and only one driver, which is my husband, Eugene D. Gunn. As previously indicated, my husband has about 20 years of professional driving experience. In the event that we find it desirable or necessary to expand and hire additional drivers, we intend to have very specific standards to hire any applicant for a driver position. The application of each driver will be carefully reviewed, the applicant will be interviewed in person to be sure that he or she is a mature adult capable of understanding the needs and sensitivities of our customers. In

addition, background checks will be conducted to guarantee that there are no criminal charges or convictions with regard to the applicant that could call into question the applicant's ability to provide service for Go Flo Limo's customers in a safe and reliable manner. As part of the application process, each driver will be road tested to be certain that he or she has the skill and knowledge to operate properly a limousine vehicle in a safe and conscientious manner. I also intend to provide training and instructions to each driver with regard to Go Flo Limo's policies on various matters, such as proper demeanor in dealing with customers, assisting them in entering and exiting the vehicle and handling of any personal belongings that they may have with them.

Each driver will have to present a current driver's license, a copy of which will be kept on file. An annual check will be conducted of each driver's license to be certain that it is still in good standing and not under any type of suspension. Each driver will be required to report any motor vehicle violations that the driver is issued. Criminal background checks on each driver will also be conducted every two years. Applicant's policy regarding alcohol and drug use is that a driver is not allowed to consume any alcohol within twelve hours of reporting to work. We have a policy of zero tolerance for any illegal drugs and any prescribed medications which could impair the ability of the driver to operate a vehicle. If a driver is suspected of using drugs improperly or being under the influence of alcohol while on duty, the driver will be subject to being tested for drugs and, if the test turns up positive, the driver is subject to immediate discharge.

#### 7. DESCRIPTION OF APPLICANT'S EQUIPMENT.

In connection with the proposed limousine operation, Applicant currently owns a 2010

Lincoln Town Car which has a seating capacity of five passengers, including the driver. This vehicle has been driven approximately 235,000 miles. If the Application is approved, Applicant would consider purchasing or leasing with the option to buy a later model black car sedan type of vehicle, similar to the Lincoln Town Car. When not in operation, any vehicles will be parked in the parking lot on the premises of the residence of Florence M. Gunn and Eugene D. Gunn.

8. APPLICANT'S SAFETY PROGRAM.

Applicant will utilize the services of an independent certified mechanic for purposes of inspecting and maintaining all vehicles on a regularly scheduled basis. Oil and filter changes shall be performed every 3,000 miles at which time each vehicle will be gone over thoroughly for any safety issues and to detect any parts that may need replaced or any repairs that need to be made. Go Flo Limo currently has in place a vigorous preventative maintenance program for purposes of reducing the chance of a breakdown when our vehicle is on a trip. Each vehicle will be required to pass the annual required Pennsylvania inspection. Records will be kept of all maintenance and safety work on each vehicle. Any mechanical repairs will be performed by a family owned business we have dealt with for some fifteen years known as A-1 Electric, which has its garage located in Turtle Creek, Pennsylvania.

Our business plan includes securing a Motor Vehicle Report on each driver on an annual basis in order to check the driving record to be sure that a driver's license is in good standing and that there are no serious driving incidents in PennDOT's records to indicate that a driver may have a problem in operating a passenger vehicle safely or legally. Applicant intends to continue to monitor closely the status of the driving license issued to any driver with regard to the expiration date so that each driver can take the required action to renew his or her license in a

timely manner. This has never been a problem with regard to the driver's license of Eugene D. Gunn and the same procedures will be followed with regard to monitoring the status of the driver's license of any other drivers.

9. INSURANCE.

Applicant has contacted Tami Sullivan at First National Insurance Agency for purposes of securing the insurance required by the Commission for its vehicles, including bodily injury and property damage insurance. First National Insurance is one of the largest insurance agencies in Pennsylvania, and it is both an independent agent and a broker. The address of First National Insurance is 12 Federal Street, Pittsburgh, PA 15212, and its phone number is (814) 724-4850. The estimated insurance premium for insuring our 2010 Lincoln Town Car is \$6,300.00. Upon approval of the Application, Go Flo Limo will file with the Commission evidence of insurance coverage.

10. COMPLAINT PROCEDURE.

Applicant intends to provide passengers with information on how to file a complaint with the Commission by posting a Complaint Decal, which is issued by the Commission, on the rear window on the passengers side of its black car sedan. This will have both the the Commission's telephone number for filing a Complaint and also the Commission's website address.

As with any customer concerns or complaints, Applicant will make a diligent effort to address any complaint in order to determine what the facts and circumstances are so that Go Flo Limo can improve its service in order that customers will not encounter the same issue on a future trip. Applicant is very conscious of the fact that satisfied customers are one of the best sources for referral of new business, and Applicant is committed to making every effort to



address any problem raised by a customer so that the customer is satisfied with the outcome.

11. CERTIFICATION OF CRIMINAL CONVICTIONS.

Florence M. Gunn and Eugene D. Gunn have never been convicted of a misdemeanor or felony, and they have never been subject to supervision by a court or correctional institution.

12. FINANCIAL STATEMENTS.

Attached as Exhibit "A" is Applicant's Balance Sheet as of October 1, 2015 ("Balance Sheet"). The Balance Sheet indicates that Applicant has cash assets of over \$29,000.00.

Applicant's long term liabilities consist primarily of a home equity loan to remodel the residence of Florence M. Gunn and Eugene D. Gunn and a car loan for their Lincoln Town Car. Applicant believes that it has more than sufficient assets to start up its own certificated operations.

However, if additional capital is required to pay expenses, I am in a position where I could use a line of credit from credit cards or other sources to fund Go Flo Limo's operations.

Attached as Exhibit "B" is a One Year Projected Income Statement, which indicates that Applicant estimates that Applicant will realize a profit before taxes of \$44,700. Applicant is not sure what her tax bracket she will be in and so no estimate is given for Applicant's net income after taxes.

Applicant respectfully requests that the Commission grant her Application to provide limousine service so that Applicant may offer her for-hire service to members of the public from points in Allegheny County to points in Pennsylvania, and return, excluding service under the jurisdiction of the Philadelphia Parking Authority.

**Statement of Financial Position (Balance Sheet)**

As of (date) October 1, 2015

<u>ASSETS</u>		
Current Assets		29,600
Cash		<u>                    </u>
Other Current Assets (specify)		<u>                    </u>
Other Assets		15,000
Motor Vehicle Equipment		<u>132,000</u>
Building and Structures		<u>2,000</u>
Office Equipment		<u>12,000</u>
Land		<u>                    </u>
		<u>190,600</u>
<b><u>TOTAL ASSETS</u></b>		
 <u>LIABILITIES</u>		
Current Liabilities (Due within one year of date)		8,000
Long Term Liabilities (Due after one year of date)		<u>40,000</u>
		48,000
<b><u>TOTAL LIABILITIES</u></b>		<u>48,000</u>
 <b><u>NET WORTH OWNER'S EQUITY</u></b> (Subtract total liabilities from total assets)		<u>142,600</u>

**STATEMENT OF FINANCIAL POSITION**  
**One Year Projected Income Statement**

<u>REVENUE and GAINS</u>	70,000.00
Operating Revenue	_____
Net Revenue from non-carrier operations	_____
Dividend and interest revenues	_____
Other non-operating revenue	_____
Gains	_____
Total Revenue and Gains	_____
<u>EXPENSES</u>	2,500.00
Equipment Maintenance and Garage Expense	_____
Insurance Expense	6,300.00
Employee Salaries	_____
Supervisory Salaries	_____
Officer Salaries	_____
Fuel Expense	7,000.00
Purchased Transportation (Lease Expense)	1,500.00
Materials and Supplies Expense	500.00
General Office Expense	1,000.00
Advertising Expense	500.00
Telephone Expense	1,500.00
Accounting Expense	500.00
Legal Expense	1,000.00
Uncollectible Revenue	_____
Depreciation Expense	_____
Amortization	_____
Operating Taxes and Licenses	500.00
Rent Expense	_____
Bank Charges	2,500.00
Total Operating Expenses and Losses	25,300.00
<u>Net Income Before Taxes</u>	44,700.00
Provision for Income Taxes	_____
<u>Net Income (Loss)</u>	_____

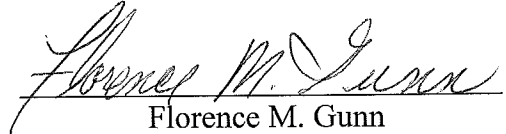
VERIFICATION OF STATEMENT

The undersigned, Florence M. Gunn, deposes and says that she is the sole proprietor of Go Flo Limo, that she is authorized to and does make this Verification, and that the facts set forth in the foregoing Verified Statement of Applicant on behalf of Florence M. Gunn d/b/a Go Flo Limo are true and correct to the best of her knowledge, information and belief.

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

Date:

12/22/15

  
\_\_\_\_\_  
Florence M. Gunn

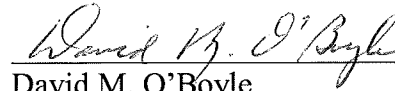
### III. CONCLUSION

This Application involves a request for operating authority to provide limousine service from points in Allegheny County to points in Pennsylvania, and return, excluding service under the jurisdiction of the Philadelphia Parking Authority. The evidence submitted in the Verified Statement of Applicant's sole proprietor, Florence M. Gunn, establishes that she has operated her sole proprietor business for eight years. In addition, her husband, Eugene D. Gunn, has over ten years of experience as a corporate limousine chauffeur, eight years of experience as a limousine driver and two years of experience as a taxicab driver. It is submitted that this is a wealth of experience that Applicant can draw upon in starting up her own certificated operations. Applicant has attached to her Verified Statement a Balance Sheet which indicates that she has more than sufficient cash assets to fund the start-up of her limousine operations, especially considering that Applicant already owns a black car sedan that will be utilized to provide limousine service and that Applicant already has in place a communication system to serve customers. Furthermore, Applicant has not been cited for any violations of the Commission's regulations, and this further supports Applicant's position that Applicant is fit to be granted the requested limousine authority.

For all the foregoing reasons, Applicant Florence M. Gunn d/b/a Go Flo Limo respectfully requests that the Commission grant her unopposed limousine application in its entirety.

Respectfully submitted,

WICK, STREIFF, MEYER,  
O'BOYLE & SZELIGO, P.C.



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