



COMMONWEALTH OF PENNSYLVANIA
PENNSYLVANIA PUBLIC UTILITY COMMISSION
P.O. BOX 3265, HARRISBURG, PA 17105-3265

IN REPLY PLEASE
REFER TO OUR FILE

March 7, 2017

Docket No. A-2016-2578367

**ABC MOVERS PHILADELPHIA INC
600 RED LION RD
APT L5
PHILADELPHIA PA 19115**

In re: A-2016-2578367 – Application of ABC Movers Philadelphia, Inc., for the right to begin to transport, as a common carrier, by motor vehicle, household goods in use, between points in Bucks, Chester, Delaware, and Montgomery County, and the City and County of Philadelphia.

To Whom It May Concern:

On February 28, 2017, the Commission received your verified statements; however, multiple issues must be addressed before processing may proceed. Please review page three of this correspondence for additional information and respond appropriately.

Please forward the information to the Secretary of the Commission at the following address **within ten (10) working days** from the date of this letter.

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

Your answers should be verified per 52 Pa Code § 1.36. Accordingly, you must provide the following statement with your responses:

I, Dilmurod, hereby state that the facts above set forth are true and correct to the best of my knowledge, information and belief, and that I expect to be able to prove the same at a hearing held in this matter. I understand that the statements herein are made subject to the penalties of 18 Pa.C.S. § 4904 (relating to unsworn falsification to authorities).

The blank should be filled in with the name of the appropriate company representative, and the signature of that representative should follow the statement.

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MAR 16 2017

PA PUBLIC UTILITY COMMISSION
SECRETARY'S BUREAU

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-2016-2578367

PUC Application Docket No.

ABC MOVERS PHILADELPHIA INC

Legal Name of Applicant

Trade Name, if any

600 RED LION RD, APT L5	PHILADELPHIA	PA	19115
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.

Dilmurod Jalolov, President

600 Red Lion Rd Apt L5

Philadelphia, PA 19115

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

PHILADELPHIA MOVERS LLC; Owner/President

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**PA PUBLIC UTILITY COMMISSION
SECRETARY'S BUREAU**

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.

My business experience started when I was Living and working in California in a Moving Company called "ABC moving center" I started work on October 1st 2013 And I was working at that company until April 5th 2015. Later, in May 15th 2015, I opened up a moving company in Philadelphia. Although I did not receive any formal education in relevance to the business, I learned general truck maintenance, accounting, client etiquette and all the hardships that come with running a successful business. In total I have three and half years' experience that continues to grow every day.

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.

Our base of operations is located at 12005 Roosevelt Blvd, Philadelphia, PA 19154 At EXTRA space Storage facility, where 4 of my trucks are parked. I rent a storage where I keep extra supplies like: Shrink wrap, blankets, tape, tools, spare tires, jumper cables, etc. Business record maintenance plan is maintained through Company computer by task scheduler programs (Calendar, Excel, MS Access). The main office which is in California receives client request for service, then they go through evaluation process to determine amount of work needed to complete each move. Upon reaching agreement with the client, Office sends out an email with clients request for service, to our base of operations in Philadelphia. Then client request will detail instruction and description of items as well as Request for more movers "drivers excluded". The number of bedrooms is measured as the equivalent to the size of the truck that is suited for each individual job (24",16",18"). All the company trucks are equipped with A Fleetmatics Navigators and a standard driver GPS navigation. The intended business hours start at 9am and ending depends on the size of the move, Monday through Sunday.

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).

10 employees, 5 drivers and 5 helpers. Helpers carry individual items and help wrap items in shrink wrap and blankets, while drivers supervise and help with heavier items, stock trucks and maintain constant communication with the client. Number of employees is suitable To the amount of trucks registered and owned by the company, including drivers and helpers. Four trucks are enough to cover Philadelphia and surrounding areas including between points in Bucks, Chester, Delaware, and Montgomery County, and the City and County of Philadelphia.

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:
- Your hiring standards for drivers;
 - 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.

Hiring standards for drivers as follows;

All drivers must have at least 2 years' experience

Clean driving record (MVR), must pass criminal background check,

A valid Pennsylvania driver's license.

System to ensure that drivers pass criminal background check;

My driver training program;

Every three months' drivers submit their licenses to be copied and kept as a record of their licenses.

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.

<u>YEAR</u>	<u>MAKE</u>	<u>MODEL</u>	<u>SEATING CAPACITY</u>	<u>VEHICLE ID #</u>
2011	ISUZU	NRR	3	JALE5W16387301254
2011	FORD	E350	2	1FDWE3FLOBDA79577
2012	GMC	3500	2	1GD374GG3C1906193
2003	FORD	E350	2	1FDWE35L53HB10608

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).

Every morning all the trucks are inspected. We check all fluids, breaks, gas, etc. Also, company records all vehicle repair history, along with mileage and vehicle parts longevity.

Complete inspection of the vehicle every 3,000 miles at the licensed facility

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.

Obtained and Paying currently off all the insurance premiums for all four vehicles.

A sign contract with insurance company with 6 month payment schedule.

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.

We will ask clients what the issue is, only try to resolve it peacefully.

I will inform them orally about PUC standards.

Statement of Financial Position (Balance Sheet)

As of (date) 03/15/2017

ASSETS

Current Assets			
Cash	<u>30,000</u>		
Accounts Receivable	<u>—</u>		
Notes Receivable	<u>—</u>		
Other Current Assets (specify)	<u>—</u>		
Total Current Assets			<u>30,000</u>
Tangible Assets			
Motor Vehicle Equipment	<u>55,000</u>		
Less: Accumulated Depreciation	<u>—</u>	=	<u>55,000</u>
Building and Structures	<u>—</u>		
Less: Accumulated Depreciation	<u>—</u>	=	<u>0</u>
Office Equipment	<u>—</u>		
Less: Accumulated Depreciation	<u>—</u>	=	<u>0</u>
Land	<u>—</u>		
Investments and Funds (specify)			
Intangible Assets			
Other Assets (advances and idle equipment - specify)			
TOTAL ASSETS			<u>85,000</u>

LIABILITIES

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

NET WORTH (Partnerships and individuals, only)

OWNER'S EQUITY (Corporations only)

Capital Stock			
Additional Paid-in Capital			<u>85,000</u>
Retained Earnings	<u>—</u>		
Less: Treasury Stock	<u>—</u>	=	<u>85,000</u>
Total Owner's Equity			<u>85,000</u>
TOTAL LIABILITIES & OWNER'S EQUITY			<u>85,000</u>

STATEMENT OF FINANCIAL POSITION
One Year Projected Income Statement

REVENUE and GAINS

Operating Revenue	150,000
Net Revenue from non-carrier operations	-
Dividend and interest revenues	-
Other non-operating revenue	-
Gains	-
Total Revenue and Gains	150,000

EXPENSES

Equipment Maintenance and Garage Expense	3,000
Insurance Expense	10,000
Employee Salaries	50,000
Supervisory Salaries	-
Officer Salaries	30,000
Fuel Expense	17,000
Purchased Transportation (Lease Expense)	10,000
Materials and Supplies Expense	-
General Office Expense	1,000
Advertising Expense	25,000
Telephone Expense	1,000
Accounting Expense	1,000
Legal Expense	-
Uncollectible Revenue	-
Depreciation Expense	5,000
Amortization	-
Operating Taxes and Licenses	-
Rent Expense	-
Loss	-
Total Operating Expenses and Losses	145,000

Net Income Before Taxes

Provision for Income Taxes	5,000
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Net Income (Loss)

5,000

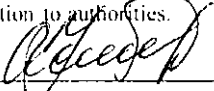
11. Criminal Record. Have you been convicted of a misdemeanor or felony for which you remain subject to supervision by a court or correctional institution?

___ YES 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.

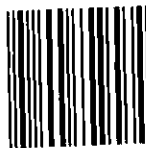

(Signature)
Dilmurod Jalolov, president
(Name and Title, printed or typed)

03/15/2017
(Date)

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