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March 28, 2017

RECEIVED

**Via Certified Mail**

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

MAR 29 2017

PA PUBLIC UTILITY COMMISSION  
SECRETARY'S BUREAU

**RE: Mooster's Hauling LLC t/a "College Hunks Hauling Junk and  
Mowing at Kennett Square  
Docket No. A-2016-2576315**

Dear Secretary Chiavetta

Please find enclosed Verified Statement of Application, which is being sent for filing.

Kindly inform my office if any additional information is needed.

Very truly yours,

Lewis P. Hannah  
LPH/cj  
Enclosure  
cc: Andrew Lawrie

# VERIFIED STATEMENT OF APPLICANT

A-2016-2576315

PUC Application Docket No.

Moosters Hauling LLC

Legal Name of Applicant

College Hunks Hauling Junk and Moving of Kennett Square

Trade Name

326 West Cedar St, Suite 4, Kennett Square, PA 19348

Street Address, City, State, Zip

1. My name is Andrew J Lawrie and I am the managing Partner of Moosters Hauling LLC. Our Trade Name is College Hunks Hauling Junk and Moving of Kennett Square. We have been in operation since September of 2016. College Hunks Hauling Junk and Moving is a national company, with 80+ franchises throughout the US and Canada. The company has been in existence for 11 years and is based in Tampa Fla.
2. There are 4 College Hunks franchises in PA. The West Chester, PA franchise received their license to transport in Spring, 2015. My franchise location would be the Third to be licensed in the state.
  - College Hunks Hauling Junk and Moving – West Chester PA – Mike Ort, Owner
  - College Hunks Hauling Junk and Moving- Montco, PA- Cos Losco, Owner
  - We are all independent operators that own territories based on zip codes and population.
3. We have been in business for 5 months, as a junk hauling service, so handling customer product is a daily occurrence. We also offer labor services including assisting customers with packing and loading/unloading of their rented vehicles. Obviously, all state and local requirements have been met prior to the opening of the business.

Our partners have owned Several other businesses and currently majority owner in 3 others. We have extensive business ownership background

The Franchise offers one full week of "hands on" training, plus video training with validation questions to verify comprehension. Each team member will need to review and must pass the video training prior to going out into the field. From there it is all hands on field experience with a mentor (our truck captains serve as our mentors).

4. We have 1500 sq. feet of space w/2 offices (roughly 800 sq. ft). Balance of the space is warehouse space used for junk item storage and staging of inventory (separating scrap metal,

electronics, etc.) and goods to be donated. We currently have (1) junk truck and (1) 26' box truck. We have on order another 20' box truck that will be used for moves alongside the 26' as well as one more junk truck on the way.

We will not be storing customer goods so storage is not applicable.

Each truck has its' own file for maintenance records etc. The trucks are serviced at each 7500 mile increment. Standard maintenance checks are completed bi-weekly to check oil, tire pressure and other fluids.

Junk Trucks are parked on State street in Kennett Square and then our Move trucks are parked at a large truck storage facility Pemmco in Kennett Square. Tools, dollies, hand trucks are signed back in at the end of the day and trucks are locked for the night.

The company has a national call center which handles most of our bookings. They have access to each franchise location's truck schedule to book both jobs and estimates during open availability. Any conflicts or special requests are forwarded directly to the specific franchise location to be handled directly with the customer. The schedules are set and controlled by each location based on inventory of trucks and any variables that are required to maintain an accurate schedule.

Work Orders are printed with all the necessary customer contact information and job requirements. Truck teams are dispatched with assigned work orders and they are responsible for the communication and execution of the work content. Any issues and concerns are communicated back to the Operations Manager for resolution. Each truck has its own iPhone, to view schedule, coordinate/find location and collect customer payment. The truck teams use their cell phones to communicate with Dispatch and the customer. Any changes to a work order are sent real time via text to each Truck Captain.

Our hours are 8am to 8pm, Monday through Saturday. We will work Sunday, start earlier than 8am or extend past 6pm, on an as needed basis, to accommodate a customer requirement.

5. We currently have 9 truck employees and 1 administrative (plus me and my wife). Of the 15, 10 are college students and 5 employees have full availability. We schedule them between 10-30 hours per week. This staffing is based on our current business model and will need adjustment when we become a full service moving business. We expect to add 5-10 additional employees during busy season.

We will run 2-3 trucks a day, completing 4-10 jobs daily. Our current headcount allows us flexibility with school schedules, vacations, needed time off, keeping most employees under 30 hours. Keeping them under 30 hours keeps them fresh and motivated, while reducing turnover. It is a physical job, especially in the summer and too many hours increases opportunity for mistakes.

Job Responsibilities:

- Personal discipline – College H.U.N.K.S. is an acronym for honest, uniformed, nice, knowledgeable service. Our employees are expected to uphold this daily.

- Keep track of and maintain order for all truck contents – tools, dollies, supplies required for the day's work
- Navigator and assistant to the driver
- Work hard and smart to safely move items from clients' homes, offices and buildings to their destinations
- Assist the driver by being a spotter for difficult truck maneuvers and backing up, complete paperwork and navigate to and from job sites
- Perform required marketing activities
- Clean truck at the end of the day
- Complete Daily Checklist

6. Drivers are in the headcount stated above. We currently have 4 drivers (we call Truck Captains) to operate our current fleet. We will add/certify 3-5 additional drivers when we are approved for full service moves.

We will run 2-3 trucks a day, completing 4-10 jobs daily. Our current headcount allows us flexibility with school schedules, vacations, needed time off, keeping most employees under 30 hours. Keeping them under 30 hours keeps them fresh and motivated, while reducing turnover. It is a physical job, especially in the summer and too many hours increases opportunity for mistakes.

Our hiring standards are the same for all of our employees:

- Valid driver's license
- Criminal Background check is completed through our 3<sup>rd</sup> party HR resource, Universal Background. Any violations are reviewed and discussed with the applicant. Decision to hire is based on a case by case situation.
- MVR is completed through our 3<sup>rd</sup> party HR resource, Universal. Decision to hire are based on a case by case situation.
- We do not currently require a pre-employment drug screen. We will require a drug/alcohol screen on injury, accident or reasonable cause.
- Ability to pick up a minimum of 50lbs and physically capable of doing the job

Drivers (Captains) Training:

- All employees go through 2 hours of video training with interactive testing after each model to validate comprehension. Includes:
  - Generic company training which give the history of the company and corporate expectations
  - Positional responsibility training
  - Technical training for both moving and junk removal
  - Tools of the trade training for both moving and removal
  - Field "hands on" training mentored by the Truck Captain
- Drivers (Captains) will go through some basic navigational testing to assure their ability to handle the vehicle. If the applicant has a CDL, the testing is waived.

Moosters Hauling LLC will run MVR's annually on all employees and criminal background checks bi-annually.

7. We currently have 3 vehicles and will add a 20' Box, once we are approved for full service moves. Additional vehicles will be added when business and growth dictate. Any truck constraints until then will be handled with rental vehicles.

<u>Year</u>	<u>Make</u>	<u>Model</u>	<u>Seating Capacity</u>	<u>Vehicle ID</u>
2016	Dodge	Ram	6	3C6RR7KTXGG301515
2016	Isuzu	NPREFI	3	54DC4W1c2gS807224
2017	Ford	f650	3	1fdnfgay4hdb02931

8. Vehicle Safety Program
  - a. Our vehicles are brought in for service every 7500 miles, a friend of mine is a Diesel Mechanic and will be doing Monthly checks as well
  - b. Our vehicles are required to have yearly inspections and emissions testing
  - c. NA
  - d. NA
  - e. NA
  - f. Each truck is equipped with an emergency reflector kit. We do bi-weekly checks on fluids, oils, light checks and tire pressure.
9. We have been in operation for 19 months and are cash positive. We have been operating with \$10K-\$20k of cash in our bank account. The additional truck (w/Moving license) will improve our position by adding revenue opportunities to improve our company's growth potential.
10. Customer Service is our business. We will contact the customer at the time of the booking. We will follow up the day before the job, to see if there are any changes to the scope or need. We will review all process and system procedures at the estimate stage. If the customer books on-line, we will discuss prior to service and on the day of the job. All claims are entered/logged into our corporate computer system. Notifications come through email, along with reminders and delinquencies. The system will continue to follow up until resolution.

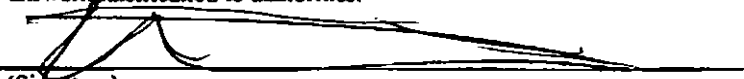
11. Criminal Record. Have you been convicted of a misdemeanor or felony for which you remain subject to supervision by a court or correctional institution?

\_\_\_ YES    X NO

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

### Verification of Statement

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

  
(Signature)  
Andrew J. Lanow, President  
(Name and Title, printed or typed)

3/13/17  
(Date)

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SECRETARY'S BUREAU

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

REVENUE and GAINS

Operating Revenue	448,212
Net Revenue from non-carrier operations	_____
Dividend and interest revenues	_____
Other non-operating revenue	_____
Gains	_____
Total Revenue and Gains	448,212

EXPENSES

Equipment Maintenance and Garage Expense	5,800.00
Insurance Expense	23,797.48
Employee Salaries	88,000
Supervisory Salaries	30,000
Officer Salaries	Ø
Fuel Expense	26,842.00
Purchased Transportation (Lease Expense)	22,768.75
Materials and Supplies Expense	2,500
General Office Expense	<del>5,000</del> 2,800
Advertising Expense	97,320.00
Telephone Expense	6,000
Accounting Expense	1,200
Legal Expense	4,000
Uncollectible Revenue	Ø
Depreciation Expense	15,000
Amortization	Ø
Operating Taxes and Licenses	10,000
Rent Expense	6,000
Loss	3,000
Total Operating Expenses and Losses	344,778.23
<u>Net Income Before Taxes</u>	103,433.77
Provision for Income Taxes	35,000
<u>Net Income (Loss)</u>	68,433.77

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

As of (date) 3/13/17

ASSETS

<b>Current Assets</b>			
Cash		<u>15,000</u>	
Accounts Receivable		<u>15,000</u>	
Notes Receivable			
Other Current Assets (specify)			
<b>Total Current Assets</b>			<u>30,000</u>
<b>Tangible Assets</b>			
Motor Vehicle Equipment		<u>150,000</u>	
Less: Accumulated Depreciation		<u>3,000</u>	= <u>147,000</u>
-			
Building and Structures		<u>0</u>	
Less: Accumulated Depreciation		<u>0</u>	= <u>0</u>
-			
Office Equipment		<u>10,000</u>	
Less: Accumulated Depreciation		<u>1,000</u>	= <u>9,000</u>
-			
Land			<u>0</u>
Investments and Funds (specify)			<u>0</u>
Intangible Assets			<u>1,000,000</u> <small>OTHER BUS</small>
Other Assets (advances and idle equipment - specify)			
<b>TOTAL ASSETS</b>			<u>1,186,000</u>

LIABILITIES

<b>Current Liabilities (Due within one year of date)</b>			
Accounts Payable		<u>0</u>	
Notes Payable		<u>0</u>	
Equipment Obligations		<u>0</u>	
Other Liabilities (Attach schedule)		<u>0</u>	
<b>Total Current Liabilities</b>			<u>0</u>
<b>Long Term Liabilities (Due after one year of date)</b>			
Accounts Payable		<u>0</u>	
Notes Payable		<u>0</u>	
Equipment Obligations		<u>100,000</u>	
Other Liabilities (Attach Schedule)		<u>0</u>	
<b>Total Long Term Liabilities</b>			<u>100,000</u>
<b>TOTAL LIABILITIES</b>			<u>100,000</u>

NET WORTH (Partnerships and individuals. only)

1,086,000

OWNER'S EQUITY (Corporations only)

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

**TOTAL LIABILITIES & OWNER'S EQUITY**

1,086,000



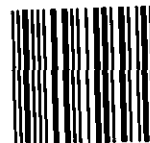
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