

# BUSINESS PLAN OF APPLICANT FOR MOTOR CARRIER AUTHORITY

THE FOLLOWING INFORMATION IS REQUIRED BY THE COMMISSION TO DETERMINE APPLICANT'S FITNESS TO OPERATE. STATEMENTS SHOULD BE TYPED OR PRINTED. ILLEGIBLE STATEMENTS WILL DELAY YOUR APPLICATION.

A-2017-2602352  
PUC Application Docket No.

Packer Up Moving, LLC (Adam Packer)  
Legal Name of Applicant

Trade Name, if any

110 Leslie Circle

Street Address (principal place of business)

Bellefonte

City or Municipality

PA

State

16823

Zip Code

This document is 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.

You are encouraged to provide as much information as possible 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 providing the information by giving your name and indicate whether you are the owner, employee, officer, or attorney for the applicant.

Adam Packer, Co-owner  
Justin Packer, Co-owner

2. List the applicant's affiliation (owner, manager, controls) with any other ~~entity~~ <sup>entity</sup>, with the description of affiliation.

None

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PA PUBLIC UTILITY COMMISSION  
SECRETARY'S OFFICE

3. Describe the applicant's business experience, particularly any experience relating to the operation of a transportation service. An explanation of education or training that you believe may be relevant may also be included.

Adam's business experience spans back to Penn State University where he had a few business classes. During that time, he worked for a small, local company performing moves and learning his craft. After that, Adam has ran Packer Up Moving L.L.C. for the past 7 years loading and unloading clients trucks, packing up houses, moving furniture around within clients homes, running the everyday operations and business financials.

Justin's experience started at Lock Haven University where he took multiple business courses, mostly focusing on the administrative side of the business. when joining Packer Up Moving

(on back)

In 2013, he learned through experience with Adam the company's procedures in all aspects of the business.

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.

Packer Up Moving is a small moving company. The physical address is 110 Leslie Circle, Bellefonte, PA 16823, which is Adam's home. The in-home office is equipped with a laptop with access to the internet, a printer and a filing cabinet to retain all business related items (receipts, taxes, insurances, etc). Packer Up Moving is a small business where Adam and Justin will be the only two drivers. Clients contact Packer Up Moving through multiple avenues, including but not limited to, phone calls, emails and website inquiries. (on back)

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).

Packer Up Moving only hires independent contractors for part-time work once in awhile. We have 6 contractors, we rotate when we need some extra labor help. Per year they all make under \$600. We feel that as a small company, it is best to stay within jobs 2 men can complete.

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;
- Your driver training program;
- Your system for ensuring that your drivers are properly licensed at all times;
- Your system to ensure that all drivers will be subject to a criminal background check every two years;
- Your policies regarding alcohol and drug use by your drivers.

Packer Up Moving does not intend to hire drivers. Both Adam and Justin have multiple years experience driving and have been deemed physically able to drive according to the United States Department of Transportation requirements. Adam and Justin both have zero points on their driver licenses and have valid PA drivers license. We are committed to a drug-free work environment and maintain a zero tolerance policy.

ntinue 4. We are open for business 7 days a week, by appointment. We have rented a parking spot for the 26 foot box truck, that we lease through Penske, at a local business located at 268 N. Main St., Pleasant Gap, PA 16823.

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 may not be used if the vehicle's age is greater than ten model years in age or the vehicle's mileage greater than 350,000. Limousines may not be used if the vehicle's mileage is greater than 350,000 miles.

26 foot box truck - leased through Penske

Year	Make	Model	Mileage	Seating Capacity	Vehicle ID#
2017	International	Durastar	4300, 44,954 miles	3 person seating	<del>XXXXXXXXXXXX</del>
				VIN#:	3HAMMMML0HL459413

Being a small company, it is best to stay within jobs two men can complete with one truck.

8. Describe your vehicle safety program. Please include the following in your explanation:
- Your periodic vehicle maintenance plan;
  - 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;
  - 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);
  - If applying for taxi authority, your system for replacing vehicles once they are greater than ten model years in age or with mileage greater than 350,000 in compliance with 52 Pa. Code, Section 29.314(c);
  - If applying for limousine authority, your system for replacing vehicles once have mileage greater than 350,000 in compliance with 52 Pa. Code, Section 29.333(d);
  - If applying for household goods in use authority, 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.

8a. The general maintenance will be taken care of through Penske's maintenance program. we are leasing the truck through them and they provide all general maintenance on the vehicle.

8b. A safety walk through will be conducted daily. As part of the leasing program, any problems we experience with the truck, Penske and their garage will fix.

8c. We Do not have passenger services

8d. we do not have a taxi service. (on Back)

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.

Insurance premiums are covered by the co-owners (Adam and Justin) and Paid for a year at a time. We have already secured the necessary insurance for the truck for the year, as well as the cargo and liability insurances required by the PA PUC, will verify upon request.

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

- Your plan to inform customers of the procedures for filing complaints with the PUC;
- Your intended customer complaint resolution procedure.

Packer Up Moving was created with a client-first approach to customer service. If someone feels misted or treated unfairly by Packer Up Moving, we will take the actions needed to address their needs in a prompt fashion. Any and all complaints and attempts at resolving the problem will be documented by Adam and Justin. If a resolution can not be reached, we will inform the client of the PUC and give them a contact number or website. We have also paid a company called Moving Authority for a service arbitration program for any complaints we can not resolve on our own.

8e. We do not have a limousine service.

8f. In regards to 49cPF part 393 these items will be the focus of daily walk throughs and part 396 will be addressed through Penske and their garage when doing the routine maintenance.

11. Criminal Record. Has the applicant\* been convicted of a misdemeanor or felony for which applicant remains subject to supervision by a court or correctional institution? YES \_\_\_ NO X

*\*If applicant is a partnership, limited partnership, limited liability partnership, limited liability company, or corporation, this question applies to all partners, members, shareholders and corporate officers. In the event that the answer is yes for one of those individuals, a separate page identifying the individual and stating relevant information should be attached.*

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. You may use the "Statement of Financial Position" which follows this page or supply a balance sheet prepared by an accountant. You need only provide the applicable information. 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. **PLEASE NOTE: COMMISSION REGULATIONS REQUIRE THAT PARTNERSHIPS, LIMITED PARTNERSHIPS, LIMITED LIABILITY PARTNERSHIPS, LIMITED LIABILITY COMPANIES, AND CORPORATIONS MUST FILE A CURRENT INCOME STATEMENT.**

Statement of Financial Position (Balance Sheet)

As of (date) Within the year

ASSETS

Current Assets

Cash

\$99,367 - average revenue of last 3 years

Other Current Assets (specify)

\$0

Other Assets

Motor Vehicle Equipment

\$45,068

Building and Structures

\$0

Office Equipment

\$0

Investments and Funds (specify)

\$0

TOTAL ASSETS

\$143,935

LIABILITIES

Current Liabilities (Due within one year of date)

Long Term Liabilities (Due after one year of date)

TOTAL LIABILITIES

\$48,539

NET WORTH / OWNER'S EQUITY (Subtract total liabilities from total assets)

\$95,396

**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.

Adam Packer

(Signature)

Adam Packer, co-owner

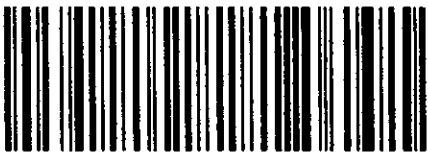
(Name and Title, printed or typed)

July 13, 2017

(Date)

Packer Up Moving LLC  
110 Leslie Circle  
Bellefonte, PA 16823

CERTIFIED MAIL®



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Pennsylvania Public Utility Commission  
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Harrisburg, PA 17105-3265



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