

Secretary
Pennsylvania Public Utility Commission
400 North Street, Second Floor
Harrisburg, PA 17120
717.787.3834
www.puc.pa.gov

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JAN 10 2020 JT

PA PUBLIC UTILITY COMMISSION
SECRETARY'S BUREAU

**Application for Motor Common Carrier or Motor
Contract Carrier of Household Goods in Use.**

THIS APPLICATION IS REQUIRED TO REQUEST A CERTIFICATE OF PUBLIC CONVENIENCE (FOR COMMON CARRIERS) OR PERMIT (FOR CONTRACT CARRIERS) TO OPERATE AS A COMMERCIAL CARRIER OF HOUSEHOLD GOODS IN USE.

1. **Legal Name of Applicant** (Individual, Partnership or Corporation)

On The Go Movers Inc

- If you are an individual who has not formed any type of corporate entity, you should enter your name **as it will appear on your insurance documents.**
- If you are filing for a partnership, but **not a limited liability partnership**, the names of all partners must be entered on this line. Those names should be entered **as they will appear on your insurance documents.** This includes husbands and wives filing jointly.
- If you are filing for a corporate entity (corporation, limited liability company, or limited liability partnership), **even if you are the sole shareholder member**, you must enter the name **exactly as it appears on the registration papers from the Corporation Bureau of the Pennsylvania Department of State.**

2. **Trade Name** (Attach a copy of fictitious name registration if applicable)

Two Men and a Truck 0554

This is any name which you will be operating under which differs from the **LEGAL NAME OF APPLICANT**. A **TRADE NAME** is considered a **FICTITIOUS NAME** if the identity of the applicant cannot be readily determined. **EXAMPLE:** *John Doe is the applicant and wants to use the name "Johnboy Trucking" as his trade name. People cannot readily determine that John Doe is the actual operator; therefore, the name is fictitious and must be registered as such. Trade names such as "John Doe Trucking" or "J. Doe Trucking" are not considered fictitious and would not have to be registered.*

3. **Do you currently hold PUC Authority?** **NO** **Previous Authority?** **NO**

If YES, at PUC No. A- _____

4. **Are you a business entity registered with the PA Dept. of State?** **NO**
If NO, you must register (see checklist on how to register)

If YES, provide your PA Corporation Bureau Entity ID Number _____
(See checklist and indicate type of business entity registered)

On The Go Movers Inc Entity # 6960868 Foreign Reg. & Cert. of Reg.

Two Men and a Truck 0554 Entity # 6991570 Reg. of Fictitious Name

448656

5. If either a Corporation or Limited Liability Company please list members (LLC) or shareholders and officers (Corporation).

Robert Kent Simpson (owner + president) 100% shareholder

6. **Physical Address** (do not use PO Box)

10228 Governor Lane Blvd Suite 3011
Street Address

Williamsport, Maryland 21795
City, State and Zip Code

240-366-4110
Telephone Number

Washington
County

The address entered here should be the actual location of the business. This is the address the Commission needs in order to dispatch Enforcement Officers to inspect equipment.

7. **Mailing Address** (if different from Physical Address)

Same as physical address
Street Address

City, State and Zip Code

This is the address to which the Commission will send all official documents issued by the Commission. If left blank, it will be assumed that the **MAILING ADDRESS** is the same as the **PHYSICAL ADDRESS**.

8. **Attorney** (if applicable)

N/A
Attorney's Name & Telephone Number for this Filing

Attorney's Address

An attorney's name should only be entered if an attorney is filing the application for a client and the application is being sent under the attorney's cover letter.

9. **Does applicant have a USDOT Number?**

No

Yes, at No. 3276561

10. **Describe the service area proposed by this application.**
(Use the space below or attach additional sheet if space provided is not sufficient).

To transport household goods in use between points in PA.

Examples:

- *To transport household goods in use between points in Pennsylvania.*
- *To transport household goods in use from points in Centre County to points in Pennsylvania, and vice versa.*

11. **Certification:**

Applicant certifies that it is not now engaged in unauthorized intrastate transportation for compensation between points in Pennsylvania and will not engage in said transportation unless and until authorization is received from the Pennsylvania Public Utility Commission.

Applicant further certifies that it understands the requirements of the Pennsylvania Public Utility Commission, especially as they relate to safety and insurance and that it may be subject to civil penalties, suspension or cancellation of the Certificate for failure to comply with Commission requirements.

Applicant further certifies that it understands that it is subject to an annual assessment based upon its reported gross Pennsylvania intrastate revenues; said assessment to help defray expenses incurred in regulating Motor Common Carriers of Household Goods in Use; and acknowledges that failure to report revenue and pay its annual assessment may result in civil penalties, suspension or cancellation of the certificate.

Verification of Application

I/We hereby state that the statement(s) made in this application is/are true and correct to the best of my/our knowledge and belief.

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

Robert Kent Simpson

(Print Name)

Robert Kent Simpson

(Signature)

1-7-2020

(Date)

The verification of the application must be completed by the applicant appearing on Line 1 of the application by the named individual, all partners if a partnership, a member (if a limited liability company), or by the President or Secretary (if a corporation).

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.

On The Go Movers Inc

Legal Name of Applicant

Two Men and a Truck 0554

Trade Name, if any

10228 Governor Lane Blvd Suite 3011 Williamsport MD 21795

Street Address (principal place of business)

City or Municipality

State

Zip Code

The Verified Statement of the Applicant factual details about your proposed transportation service. Your Verified Statement must answer all of the items listed below and on the following pages. Provide as much information as possible to prevent delay in processing your application. If you need more space to provide your answer, please attach additional pages identifying the appropriate item number.

1. Identify the person making the Verified Statement on behalf of the applicant. If an employee/officer of applicant is making the statement, give name, title, business address and telephone number.

Robert Kent Simpson owner/president 100%

10228 Governor Lane Blvd Suite 3011

Williamsport, MD 21795

240-366-4110

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

Owner/President of RKS Inc. Three tractor operation leased on with FedEx Ground in Hagerstown, MD. Been in operation since 2003.

3. Please provide evidence of minimum of two-years' experience with a licensed household goods carrier or the equivalent as required by 52 Pa. Code §3.381(c)(1)(iii)(A)(II)(-I-).

Robert has been the owner of Two Men and a Truck franchise since Jan. 2019. He has been a CDL semi truck driver since 1991. Currently owns a fleet of semis that run approx 300k miles/year. That operation has been accident free for over 15 years.

4. Describe your facilities, record maintenance plan and your communication network. Please include a description of your physical location, to including office machines that will be utilized, and the facility to house vehicles. As a carrier of household goods in use, applicant should include a description of 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.

See Attachment

4. Two Men and a Truck 0554 has its store front located in The Bowman Development park in Williamsport, MD. We have 500 sq. feet dedicated to our office space that includes 3 dispatching stations equipped with dual computer monitors with their own momentum phone system. Our warehouse space is 2500 sq. ft containing 40 storage vaults available for customers rentals. The warehouse is heated. We have unlimited parking for our moving vans and employees parking. We have a full time fully trained Customer Service Rep who has already booked over 120 moves that were executed to total customer satisfaction. We use sprint tablets to dispatch the loads to the movers and they use them for all paperwork, signatures, and payments. Our trucks have Teletrac GPS systems installed.
5. We currently employ 4 full time and 2 part time drivers. We own 4 moving vans but currently have been able to fulfill all the moves by using our two newest vans full time. Our territory includes 500,000 zip code population but we can definitely handle a much larger work load since we currently don't have moves booked every day.

5a. Drivers must be at least 21 years old. We run MVA driving reports through Sterling and they must not have more than three moving violations over a 3 year period. If the drivers report come back accepted, then they are sent through our insurance to be cleared to be placed on our policy.

b. All employees including drivers are run through a background check through our vendor Sterling. Anyone with a felony record is not permitted to work with us, and misdemeanors are dealt with one a case to case basis.

c. Each new driver candidate goes through 8 hours of classroom training of videos and log book + VTR reports.

After this the driver is trained in our parking lot using cones and painted lines. After this the driver is taken out on the road with a trainer to get their live driving experience. They stay with the trainer for at least 2 weeks.

d. Drivers license tests/checks are run through Sterling also through MVA in ^{Hagerstown, MD} Hagerstown, MD. We do in home saliva drug test on hiring and also do random in home tests under corporate policies for guide lines.

far guide lines.

5. 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 territory you will be serving. In addition, please explain:
- Your hiring standards for drivers;
 - Your system for conducting criminal background checks;
 - Your driver training program;
 - Your system for conducting driver license checks;
 - Your policies regarding alcohol and drug use by your drivers.

See Attachment

6. 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 territory you will be serving. If you have already obtained vehicles for your business, please list them in the chart below.

YEAR	MAKE	MODEL	SEATING CAPACITY*	VEHICLE ID #	MILEAGE
2012	Ford	F650	3	102	205,555
2012	Ford	F650	6	103	118,902
2006	GMC	C7500	3	100	134,921
2006	GMC	C7500	3	101	146,003

7. 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 applicable Pennsylvania vehicle equipment standards (67 Pa. Code, Chapter 175).

All of our trucks are diesels so we do our PM services at 15k mile intervals. We have a heavy duty garage that we use that is 1 mile from our home office. They have been in business for 60 years so they are very experienced. They do our annual inspections also. Our four drivers are trained in pre+post trip inspections. This being said they have caught some repair issues needed before they headed out for the day.

8. Please explain what steps you have taken to determine if you can obtain insurance and pay the required insurance premiums.

I have already obtained all insurances needed to be operating as a household moving company including storage. My insurance agent is HD Segus, my workers comp. is through Chesapeake, truck ins. is through Marsh. All downpayments have been made and I have paid 5 months of policy.

9. State whether the applicant has been convicted of a misdemeanor or felony. If applicant is partnership, limited liability partnership, corporation, or limited liability company this question applies to all members, officers, and/or shareholders. If "YES", explain.

YES NO

10. Financial Data. Complete the "Statement of Financial Position", which follows this page. Please feel free to also provide additional information explaining 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.

Robert Kent Simpson
(Signature)
Robert Kent Simpson owner/president
(Name and Title, printed or typed)

1-7-2020
(Date)

Statement of Financial Position (Balance Sheet)
As of (date) 1-7-2020

ASSETS

Current Assets			
Cash		<u>30,000.</u>	
Other Current Assets (specify)		<u>250,000.</u>	- Morgan Stanley Investment
Total Current Assets			<u>280,000.</u> Acct.
Tangible Assets			
Motor Vehicle Equipment	<i>4 moving vans</i>	<u>50,000.</u>	
Property (buildings, land, etc.)	<i>office + moving equip.</i>	<u>10,000.00</u>	<u>60,000.</u>
Office Equipment			
TOTAL ASSETS			<u>340,000.</u>

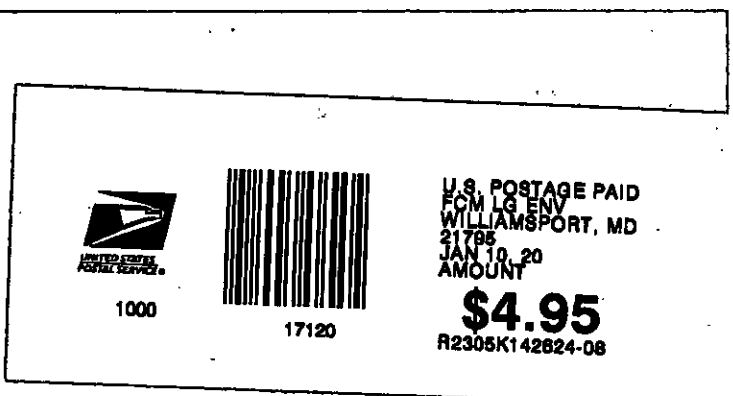
LIABILITIES

Current Liabilities (Due within one year of date)			
Loans		<u>0</u>	
Credit cards/revolving credit		<u>5,000.</u>	<i>credit card paid off monthly</i>
Other Liabilities (Attach schedule)	<i>Royalties Fee Advertising = 3,200.00/month</i>		
Total Current Liabilities	<i>7% gross 1% gross</i>		
Long Term Liabilities (Due after one year of date)			
Mortgage	<i>Rent 2035.00/month</i>	<u>0</u>	
Long term commercial loan	<i>2 vans</i>	<u>31,000.</u>	<i>19 months left</i>
Other Liabilities (Attach Schedule)	<i>SBA Loan</i>	<u>137,000.00</u>	<i>9 years left</i>
Total Long Term Liabilities			<u>168,000.</u>
TOTAL LIABILITIES			<u>206,400.</u>

Two Men and a Truck corporate estimate for gross sales of startup locations;

1st year # 600,000
2nd year # 750,000
3rd year # 950,000
4th year # 1.1 million
5th year # 1.5 million

no Men and a Truck
0228 Governor Lane Blvd.
Suite 3011
Williamsport, MD 21795



Commonwealth of PA
PA Public Utility Comm.
400 North St.
Harrisburg, PA 17120

Attn: Secretary Chiavetta

