

## 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)

Pennsylvania & New Jersey Industries LLC

- 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)

College Hunks Moving, Lehigh Valley

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?**

If NO, you must register (see checklist on how to register)

If YES, provide your PA Corporation Bureau Entity ID Number **EIN REDACTED**

(See checklist and indicate type of business entity registered)

Corporation Bureau #7047411  
Fictitious Name #7066502



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 Pennsylvania \_\_\_\_\_

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*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.

\_\_\_\_\_  
Mark Gall  
(Print Name)

\_\_\_\_\_  
(Signature) 

\_\_\_\_\_  
6/3/20  
(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.

Pennsylvania & New Jersey Industries LLC

Legal Name of Applicant

College Hunks Moving

Trade Name, if any

4016 Portland Street

Street Address (principal place of business)

Coplay

City or Municipality

PA 18037

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.

**Mark Gall, CEO and 50% owner**  
**6690 Apple Butter Road**  
**Slatington, PA 18080**  
**201-396-1889**

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

**We have a formal affiliation with College H.U.N.K.S. Hauling Junk & Moving, a national moving franchisor with over 10 years of experience in the moving industry. There are 4 other College H.U.N.K.S. Hauling Junk & Moving franchises in Pennsylvania and over 115 more across the nation that are owned by other franchise owners.**

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)(-/-).

**Please see Attachment A.**

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.

**Describe your facilities, and include a description of your physical location, to include an office area, office machines to be utilized, and the facilities to house vehicles.**

Our work facility is located in a zone slated for business entities:

- 1,500 sq. ft of space; sectioned
  - Lockers and storage facility for employees
  - Warehouse
  - Office
  - Restroom
  - Office equipment housed to include computer, laptops, tablets, Square credit card scanners, photocopier/scanner, ink, paper, supplies (such as moving blankets, straps, boxes, packing tape, dollies, handcarts, etc.)
- Vehicles are secured nightly and parked outside our work facility

**As a carrier of household goods in use, applicant should include a description of storage facilities, if applicable.**

- We do not offer customers household goods storage

**Please include an explanation of your plan to maintain records required by the PUC, as well as normal business records:**

- Our College Hunks' proprietary and secure software houses our clients information, moving log requests, receipts, paperwork as required
- Any documentation that is required by the PUC and unable to be stored on College Hunks' proprietary software will be saved electronically on a secure, password protected computer and backed up on a separate device or cloud-based storage account.

**In regards to your communication network, explain how you will receive customer requests for transportation, how you will dispatch vehicles to fulfill the request, and how you maintain continuous communication w/ your drivers**

- Prospective customer calls are answered, and customer appointments are scheduled by College Hunks' secure 100-person U.S.-based call center
- My team's Lehigh Valley, PA operations scheduler reaches out to the customer - that has been booked by College Hunks call center – within 24 hours of the booking to confirm and verify address, time to meet and other details relevant to the scheduled move
- My team's Lehigh Valley, PA operations scheduler also manages the customer schedule requests, and communicates with the driver and wingman to plan and schedule the customer appointment
- My team will reach out to the client the day before the scheduled move to confirm the appointment details and see if there have been any changes that need to be accounted for before the scheduled move
- The team will give a window of time that the client should expect us to arrive and we notify the client when we are on the way so they know to expect us
- Every truck will be equipped with a cellular telephone to allow continuous communications between the operations scheduler and the crew

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:
- **10 employees**
    - **2 persons performing operations/logistics and conducting customer price estimation appointments**
    - **2 fully trained and developed drivers**
    - **6 fully trained and developed employees for Moving Household Goods**
  - a. Your hiring standards for drivers
    - **Recruit licensed drivers with clean driving records with no instances of reckless driving, and who are at least 18 years of age**
    - **Conduct criminal background check through a national background check service to ensure the driver does not have a violent or dangerous criminal background**
    - **Our drivers are the team moving leader on a job and personally interacts with the customer, it's vitally important she/he:**
      - **Problem-solves in real time**
      - **Has an engaging personality that seeks to help the customer**
      - **Demonstrates excellent customer service**
  - b. Your system for conducting criminal background checks
    - **We background check all employees through a licensed, national background check vendor**
  - c. Your driver training program
    - **Each driver undergoes hands-on live driver training & development, as well as ongoing video and text-based Learning Management System training programs**
    - **Each driver is locally trained and developed re: performance on driving, turn-signaling, parking, backing out etc.**
  - d. Your system for conducting driver license checks
    - **We pull a Motor Vehicle Record report for all prospective new drivers, and then after approved, routine driver's license checks via our insurance carrier**
  - e. Your policies regarding alcohol and drug use by your drivers.
    - **Zero-tolerance for any employee during working hours / on the job**
    - **No driver is allowed to travel unless she/he is personally checked and cleared by myself or our operations manager**
    - **We conduct random urine analysis checks on employees through a licensed vendor to ensure they are not using or impaired by drugs/narcotics**
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.

<u>YEAR</u>	<u>MAKE</u>	<u>MODEL</u>	<u>SEATING CAPACITY*</u>	<u>VEHICLE ID #</u>	<u>MILEAGE</u>
2020	Isuzu	FE404	3	54DC4W1B9LS803012	100
2017	Cadillac	Escalade	7	1GYS4JKJ0HR382444	31000
1999	Honda	Civic	4	2HGEJ6579XH594476	140000

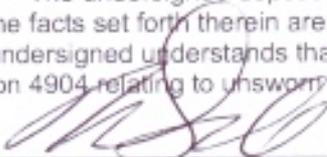
**Applicant has ordered an additional 20' box truck that has not yet been delivered, and intends to order another 20' box truck when his application is approved.**

7. Describe your vehicle safety program. Please include the following in your explanation:
- a. Your periodic vehicle maintenance plan

- i. My team will conduct daily vehicle inspections before any vehicle leaves in the morning, before a vehicle leaves any job, and when the vehicles are returned to the office every night.
    - ii. Monthly maintenance check via certified, licensed and insured mechanic as well as any and all required DOT inspections
    - iii. Follow best practices of the vehicles maintenance plan
    - iv. If my team identifies an issue during an inspection that will make the truck unsafe to drive, it will not be driven unless and until it is fixed by a licensed mechanic
    - v. All vehicles will be equipped with onboard telematics and cameras to monitor compliance with speed limits and ensure effective driver coaching and safety
  - b. Your system for ensuring your vehicles will continuously comply with applicable Pennsylvania vehicle equipment standards (67 Pa. Code, Chapter 175).
    - i. Routine vehicle inspection, going through a detailed checklist by certified, licensed and insured mechanic who is familiar with the applicable requirements
8. Please explain what steps you have taken to determine if you can obtain insurance and pay the required insurance premiums.
- College Hunks requires its franchisees to purchase insurance from College Hunks' carrier that meets or exceeds the PUC's requirements. Applicant is aware of the premiums for this coverage and is prepared to pay them.**
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.



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(Signature)  
 Mark Gall, CEO  
 (Name and Title, printed or typed)

4/3/20

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(Date)

**Statement of Financial Position (Balance Sheet)**  
**As of (date) 4/27/2020**

*ASSETS*

Current Assets			
Cash		<u>\$200,000</u>	
Other Current Assets (specify)		<u>\$0</u>	
Total Current Assets			<u>\$200,000</u>
Tangible Assets			
Motor Vehicle Equipment		<u>\$170,000</u>	
Property (buildings, land, etc.)		<u>\$0</u>	
Office Equipment			<u>\$170,000</u>
	TOTAL ASSETS		<u>\$370,000</u>

*LIABILITIES*

Current Liabilities (Due within one year of date)			
Loans		<u>\$0</u>	
Credit cards/revolving credit		<u>\$5,000</u>	
Other Liabilities (Attach schedule)		<u>\$0</u>	
Total Current Liabilities			<u>\$5,000</u>
Long Term Liabilities (Due after one year of date)			
Mortgage		<u>\$0</u>	
Long term commercial loan		<u>\$110,000</u>	
Other Liabilities (Attach Schedule)		<u>\$0</u>	
Total Long Term Liabilities			<u>\$110,000</u>
	TOTAL LIABILITIES		<u>\$115,000</u>

## ATTACHMENT A

**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-).**

Applicant intends to meet the PUC's two year experience requirement in the following manner:

- a) Hiring a manager who has at least two years of experience with a licensed household goods carrier before beginning operations. Applicant is presently in the process of seeking such an employee. This employee's role will include ensuring that jobs are bid according to tariff and in accordance with the PUC's regulations, that all required paperwork is provided to and completed with the customer, training mover employees, and supervising mover employees during moves.
- b) Applicant will be shepherded through its opening, ramp-up, and operation through College Hunks' proven system:
  - I. Applicant has completed a five-day franchise training class provided by College Hunks' that covers the basics operating a household goods moving company, including compliance, management and training of employees, troubleshooting customer issues, marketing, and financial management.
  - II. Applicant will receive extensive coaching from College Hunks' Ramp-Up Coach, Bridget Tran, for the first 6-12 months of operation. Ms. Tran will spend an average of 15 hours per week with applicant during this time period. She has served as College Hunks' Ramp-Up coach since September of 2017 and worked for College Hunks since 2012. She has successfully coached numerous franchises in states that have similar regulations of household goods moving companies as Pennsylvania.
  - III. Applicant will receive additional coaching on an ongoing an permanent basis from Vasilis "Billy" Markou, a College Hunks Franchise Business Coach. Mr. Markou will spend as much time as required to assist Applicant with operational concerns and best practices, financial management and assistance, client claims resolutions, safety training and guidance, and generally any issue that comes up in the business. Mr. Markou has personally trained all of College Hunks' Pennsylvania franchisees. Mr. Markou started with the company in 2015 at the company's Long Island location (its largest franchise), as a Crew Leader, eventually transferring to a manager position. He then moved to a College Hunks location in Colorado, and became College Hunks' national move coach in 2018. In this role, he has personally trained over 1000 movers and has successfully onboarded over thirty new franchise locations. He is intimately familiar with the operations of the industry and with regulatory schemes like the one in effect in Pennsylvania.
- c) College Hunks currently has four franchises successfully operating in Pennsylvania. These franchises are in Bucks County (1063 moves in 2019); Philadelphia (2121 moves in 2019); Pittsburgh (1043 moves in 2019); and South Chester (748 moves in 2019). College Hunks encourages its franchisees to communicate and collaborate, and Applicant will therefore be able to use them as a "sounding board" as well.
- d) Finally, Mr. Gall has over thirty years of experience as a media executive in New York city, rising to "C-Suite" level positions. Mr. Gall purchased this franchise in order to work in a more hands-on role, closer to his home in the Lehigh Valley, and give back to his community, including by participation in College Hunks' company-wide initiative such as providing free moves to survivors of domestic violence. This management experience will well-position him to manage his company, including management of customers and employees, ensuring compliance with regulations, and maintaining financial and operational stability.

COMMONWEALTH OF PENNSYLVANIA  
DEPARTMENT OF STATE  
BUREAU OF CORPORATIONS AND CHARITABLE ORGANIZATIONS  
401 NORTH STREET, ROOM 206  
P.O.BOX 8722  
HARRISBURG, PA 17105-8722  
[WWW.CORPORATIONS.PA.GOV](http://WWW.CORPORATIONS.PA.GOV)

PENNCORP SERVICEGROUP INC  
Counter Pickup  
HARRISBURG PA 17101

College Hunks Moving, Lehigh Valley

The Bureau of Corporations and Charitable Organizations is happy to send your filed document. The Bureau is here to serve you and we would like to thank you for doing business in Pennsylvania.

Thank you for registering with the Department of State to do business in Pennsylvania. Like many other businesses, you may have employees, sell taxable products, or provide a taxable service to consumers in Pennsylvania. Please visit [www.pa100.state.pa.us](http://www.pa100.state.pa.us) to register for Business Taxes with the PA Department of Revenue & Labor and Industry or visit [www.Business.pa.gov](http://www.Business.pa.gov) to find answers to most common registration questions.

If you have any questions pertaining to the Bureau, please visit our website at [www.dos.pa.gov/BusinessCharities](http://www.dos.pa.gov/BusinessCharities) Or you may contact us by telephone at (717)787-1057. Information regarding business and UCC filings can be found on our searchable database at [www.corporations.pa.gov/Search/CorpSearch](http://www.corporations.pa.gov/Search/CorpSearch) .

Entity number : 7066502

**PENNSYLVANIA DEPARTMENT OF STATE  
BUREAU OF CORPORATIONS AND CHARITABLE ORGANIZATIONS**

<input type="checkbox"/> Return document by mail to:	<b>Registration of Fictitious Name</b> DSCB:54-311 (rev. 2/2017)
Name <b>PENNCORP</b>	 TCO200529MC0471
Address <b>SERVICEGROUP</b> <b>COUNTER PICK-UP</b>	
City _____ State _____ Zip Code _____	
<input checked="" type="checkbox"/> Return document by email to: <b>penncorp@penncorp.net</b>	

Read all instructions prior to completing. This form may be submitted online at <https://www.corporations.pa.gov>.

Fee: \$70       I qualify for a veteran/reservist-owned small business fee exemption (see instructions)

In compliance with the requirements of 54 Pa.C.S. § 311 (relating to registration), the undersigned entity(ies) desiring to register a fictitious name under 54 Pa.C.S. Ch. 3 (relating to fictitious names), hereby state(s) that:

1. The fictitious name is:  
College Hunks Moving, Lehigh Valley

2. A brief statement of the character or nature of the business or other activity to be carried on under or through the fictitious name is:  
Moving Company

3. The address, including number and street, if any, of the principal place of business (P.O. Box alone is **not** acceptable):

4016 Portland Street, Suite 1	Coplay	PA	18037	Lehigh
Number and street	City	State	Zip	County

4. The name and address, including number and street, if any, of each individual interested in the business is:

Name	Number and Street	City	State	Zip
N/A				

5. Each entity, other than an individual, interested in such business is (are):

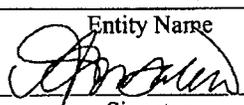
Pennsylvania & New Jersey Industries LLC	LLC	PA
Name	Form of Organization	Organizing Jurisdiction
4016 Portland Street, Suite 1, Coplay, PA 18037		
Principal Office Address		
c/o United States Corporation Agents, Inc., Lehigh County, PA		
PA Registered Office, if any		
Name	Form of Organization	Organizing Jurisdiction
Principal Office Address		
PA Registered Office, if any		

6. The applicant is familiar with the provisions of 54 Pa.C.S. § 332 (relating to effect of registration) and understands that filing under the Fictitious Names Act does not create any exclusive or other right in the fictitious name.

7. (Optional): The name(s) of the agent(s), if any, any one of whom is authorized to execute amendments to, withdrawals from or cancellation of this registration in behalf of all then existing parties to the registration, is (are):

IN TESTIMONY WHEREOF, the undersigned have caused this Application for Registration of Fictitious Name to be executed this

28th day of May, 2020.

Individual Signature	Individual Signature
Individual Signature	Individual Signature
Pennsylvania & New Jersey Industries LLC	Entity Name
Entity Name	Entity Name
	Signature
Signature	Signature
Authorized Representative	Title
Title	Title