

## 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

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 85-07333576  
(See checklist and indicate type of business entity registered)



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)

\_\_\_\_\_  
7/14/2020  
(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.

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)(-I-).

**Applicant has hired Jeff Whalen as its General Manager, who has over two years of experience. His resume is attached as 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.

<b>YEAR</b>	<b>MAKE</b>	<b>MODEL</b>	<b>SEATING CAPACITY*</b>	<b>VEHICLE ID #</b>	<b>MILEAGE</b>
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.**

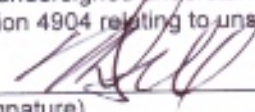
9. State whether the applicant has been convicted of a misdemeanor or felony. If applicant is partnership, limited liability partnership, corporation, or limited liability company this question applies to all members, officers, and/or shareholders. If "YES", explain.

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.

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

7/14/2020  
 \_\_\_\_\_  
 (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>
	<b>TOTAL ASSETS</b>	<b><u>\$370,000</u></b>

***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>
	<b>TOTAL LIABILITIES</b>	<b><u>\$115,000</u></b>

## **ATTACHMENT A**

**JEFFREY A. WHALEN**  
108 Greenbriar Rd, Lansdale, PA 19446  
215.527.2192 jeffw19446@gmail.com

### **Local and Long Distance Moving Expert with 30 years Experience**

**College Hunks Moving, Slatington PA** **July 2020 - Present**  
**General Manager**

- Recruit, on-board and day-to-day training & development of team
- Dispatch daily crews and assign jobs based on availability and proximity
- Estimate future business as well as selling on site jobs at customer's location
- Marketing and promotion of brand and services for new territory
- Develop Standard Operations Practices to assure top quality service

**Hughes Relocation, Lansdale PA** **November 2018 - June 2020**  
**Operations Manager**

- Managed, planned, schedule, and dispatched the local operations of a moving company
- Recruited, hired and trained new employees
- Assigned drivers and helpers based upon the scope of the move
- Worked with sales and customer service to maximize fleet and increase profitability
- Sales and estimates of moving and commercial moves

**Moves For Seniors, Wayne PA** **March 2018-Oct 2018**  
**Network Development/Operations**

- Recruited and Vetted local movers in Moves for Seniors network
- Developed new procedures and operations with movers
- Estimated moves and assigned local carriers

**New Sound Transportation, Fife WA** **December 2017 - February 2018**

**Capacity and Carrier Development,**

- On boarded new carriers to grow the company
- Worked with sales to expand capacity to grow new lanes

**Ace Atlas Van Lines, Levittown PA** **December 2015-Dec 2017**  
**Operations Management,**

- Plan, dispatch, and manage the local and long distance business daily operations for a moving company with household, par wrap LTL, and office and FFE moves.
- Helped with estimating and pricing to assure profitability
- Manage customer service to grow business
- Recruited and hired drivers, helpers and warehouse

**Artur Express, Bethlehem PA**  
**Terminal Manager**

**August 2015 - November 2015**

- Opened new terminal for a St Louis asset based trucking company to service the Northeast
- Recruited, hired, trained and managed drivers
- Dispatched, scheduled, and planned drivers within all DOT requirements
- Developed and sold lanes with new customers and brokers to assure maximum profitability
- Managed the daily operation of trucking terminal
- Prospected, cold called and open new accounts
- Managed Safety Program for local drivers

**Bay Logistics Services, Federalsburg MD**  
**Business Development Manager**

**May 2013 - July 2014**

- Successfully developed new accounts for a freight management company that specialized in temperature controlled accounts.
- Increased active accounts by over 100% Managed RFI and RFQ for potential new accounts
- Increased carrier base to successfully acquire new business
- Prospected and solicited new accounts via cold calls, trade shows, and email
- Developed brochures and social media to promote brand awareness
- Sold temperature controlled LTL and TMS. Worked with clients to develop TMS

**Artur Express, Lansdale PA**  
**National Sales Agent**

**February 2010 - May 2013**

- Responsible for driving new business growth for nationwide truckload carrier
- Successfully generated new accounts and created over two million dollars in new business
- Prospected and solicited new accounts
- Worked closely with operations to create new lanes and develop backhaul lanes
- Dispatched Owner operators truck drivers and managed settlements

**Jed Trucking/Todd Group, Somerville NJ**  
**General Manager and Sales**

**August 2008 - February 2010**

- Responsible for all the daily operations of multi-state refrigerated fleet
- Responsible for routing all trucks to ensure on-time deliveries and maintain profitability
- Sold brokerage and asset based services and negotiated rates for additional lanes
- Managed drivers, payroll, customer service, and customer billing
- Increased profitability by analyzing business and developing profitable solutions
- Responsible for dispatching drivers and ensuring all DOT regulations were followed
- Developed reporting techniques for P&L
- Created and grew brokerage division of asset based transportation company



**Nationwide Logistics, Arthur Wells Group, Maryland/Delaware Aug. 2004 – Aug. 2008**

**General Manager, M-Logistics,**

General Manager for 3PL transportation division of Merchants Terminal Corporation

- Responsible for the transportation of multi-customer's consumer products out of Merchants Terminal's four frozen warehouse locations
- Managed truckload and routed pool consolidation to deliver on-time while maintaining costs
- Succeeded in increasing profitability more than 50% over prior year by procedure changes and expanding carrier base and utilizing specific carriers in specific lanes to reduce costs
- Trained and managed team of dedicated account representatives to successfully and profitably grow account
- Controlled carrier selection based upon performance, costs, and service levels
- Recruited carriers, negotiated rates, and monitored compliance to ensure benchmarks were met
- Managed P&L, invoicing, and billing
- Developed pricing matrix for new customers and potential customers
- Routed deliveries to optimize miles and rates

**Transportation Manager, Gateway Refrigerated Account, Missouri/Illinois**

- Responsible for the transportation of multiple customers out of Gateway's Warehouses
- Routed and maintained pool program for all deliveries in United States
- Developed new carriers to increase profitability while maintaining high levels of service
- Implemented new procedures to streamline operations and improve performance
- Managed internal staff as well as communication to customers, carriers, distribution centers.

**Transportation Manager, Pinnacle Foods Account; Cherry Hill, NJ**

- Responsible for 3PL nationwide transportation of dry/frozen foods at Pinnacle Foods
- Managed product deliveries utilizing truckload carriers, LTL carriers, and intermodal carriers
- Coordinated communications between customer service, carriers, and drivers to maintain a profitable business while delivering on-time
- Analyzed and reviewed Pinnacle Foods transportation and implement cost saving measures
- Recruited carriers, negotiated rates and contracts, and reviewed carrier performance to insure benchmarks are met
- Consolidated, reviewed, and communicated progress to customers, carriers, and I staff

**Ace Worldwide Moving, King of Prussia PA**

**December 2002 – August 2004**

**Operations -**

- Managed support staff and customer service
- Project Manager for Commercial and FFE moves
- Maintained and expanded base of national accounts for the third largest Atlas agent
- Dispatched nationwide long haul fleet and local fleet ensuring on-time delivery
- Planned and routed the drivers local drivers to maintain profitability

**JAWS Transportation****May 2000-Dec 2002**

Sales Agent for Saturn Transportation

Successfully started and managed all aspects of pad wrap trucking and broker business

- Responsible for all aspects of transportation for nationwide customer base including booking trucks, negotiating rates, monitoring and tracing to insure on-time delivery
- Analyzed customers shipping lanes to implement cost saving solutions
- Utilized interpersonal and problem-solving skills in communication with customers and truck drivers to facilitate expedient delivery of product

**Ace Atlas Van Lines, Levittown PA  
2000****Jan 1997 – May****Account Manager-Operations**

- Managed nationwide pad wrap store fixture delivery account for Bed Bath & Beyond and additional fixture accounts and negotiated rates with carriers to lower costs
- Coordinated with new store planning personnel to plan, schedule, book, and track trucks
- Managed the delivery for 220+ new nationwide Bed Bath & Beyond stores
- Planned, routed and dispatched over 18 drivers for fixture pick up and deliveries

**East Penn Express, Oaks, PA****August 1996 - January 1997****Operation Manager**

- Trained, dispatched and routed 18 driver fleet of LTL shipments in 5 state region
- Responsible for sales, customers service, and new business development
- Managed warehouse staff and office support
- Dispatched and planned drivers in Mid-Atlantic region
- Prospected, cold called, and developed new accounts

**Franke Contract Group, North Wales PA  
Transportation Manager****June 1994 - August 1996**

- Responsible for all the transportation decision-making for the kitchen equipment and parts for North American McDonald's stores. Responsibilities included planning, scheduling, carrier selection, rates, and managing pad wrap LTL, UPS, and FedEx shipments, that delivered kitchen equipment and parts for 250+ new North American and international McDonald's Restaurants
- Ran carrier KPI reports and monitored carriers rates and service levels
- Managed unionize warehouse and dockworkers
- Reviewed and analyzed company transportation system and network and implemented cost saving solutions to lower transportation costs

**Eastern Pennsylvania Soccer, Referee****2011-present**

- Maintain knowledge of FIFA rules and certification
- Manage players, coaches, and referees to assure professionalism and safety

**EDUCATION****Widener University** Bachelor of Science in Business Administration

Major: Business Management      Concentration: Marketing