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August 5, 2022

Rosemary Chiavetta, Secretary
Pennsylvania Public Utility Commission
Commonwealth Keystone Building
400 North Street
Harrisburg, Pennsylvania 17120
Via Electronic Filing

RE: Application to Begin Service of Kinetic Movers, LLC, A-8925417; A-2022-3034028

Dear Secretary Chiavetta:

This letter is in response to your letter dated July 28, 2022 requesting further information regarding the above application, specifically seeking more information about applicant's satisfaction of Applicant's satisfaction of the minimum two years' experience requirement codified at 52 Pa. Code §3.381(c)(1)(iii)(A)(II)(I-).

We have attached two letters from licensed household goods carriers demonstrating this experience:

1. A letter from Matthew Treharn, owner of A&M Friendly Movers, which employed Mr. Desario as a full-time employee for eight months in an Operations Manager role where he had high-level responsibility for daily operations. Mr. Treharn recognized Mr. Desario's abilities in giving him responsibility for opening a location in another state. This experience is equivalent to having worked for a Pennsylvania-licensed mover since both states where Mr. Desario worked, North Carolina and Ohio, regulate movers through their public utilities commissions in a manner similar to Pennsylvania. See <https://www.ncuc.net/Industries/transportation/transportation.html> and <https://puco.ohio.gov/transportation/movers>.
2. A letter from Steve Paparounis, owner of S&P Network's Marathon Moving Solutions in Mechanicsburg, Pennsylvania, where Mr. Desario has served as a regular contractor for the past seventeen months. To be clear, the regulation requires experience "with a licensed household goods carrier or the equivalent," and does not state that the experience must be as a W-2 employee. Mr. Desario served as a contractor rather than an employee since in addition to providing his own labor, he functioned as a staffing agency supplying employees to S&P to assist with loading and unloading at S&P's moves. Mr. Desario's company also separately provided load and unload services to customers

who were moving with portable storage units and rental trucks driven by the customer. In his role with S&P, Mr. Desario worked for S&P on a regular basis orchestrating moves and received training from Mr. Paparounis on compliance with PA's regulations.

Please contact me at 412-288-2461 or andrew.horowitz@obermayer.com if you need any further information. Mr. Desario's verification is below.

Sincerely,



Andrew J. Horowitz, Esquire

VERIFICATION

I, Karsten Desario, hereby state that the facts above set forth and in the attached letters from Matthew Treharn and Steve Paparounis are true and correct to the best of my knowledge, information and belief, and that I expect to be able to prove the same at a hearing held in this matter. I understand that the statements herein are made subject to the penalties of 18 Pa.C.S. § 4904 (relating to unsworn falsification to authorities).



Karsten Desario



To whom it may concern:

Karsten Desario was employed by A&M Friendly Movers at our Calabash, NC location from October 1, 2019 through May 31, 2020. He was our operations manager during this time frame and was an integral part of helping to build our company. His job consisted of managing all crew leads and crew in the field on a daily basis, dealing with any customer issue that may have arisen during the moving process, and confirmation calls to our customers beforehand to ensure that we were prepared to do a professional job. Karsten was with us during our expansion into new states and helped us open a location in Ohio, he was a skilled mover and knows the moving industry as well as anyone who has ever worked for us. You can contact me at 910-393-7732 if there is anything else that I can help with.

Matthew Treharn
Owner A&M Friendly Movers

08/04/2022

To the Pennsylvania Public Utility Commission,

I am writing to give my recommendation for Karsten Desario and Kinetic Movers of York, PA to be approved for household goods authority between points and Pennsylvania.

Karsten and his team have been providing us with quality load/unload assistance on moves at least several times a month and as often as once per week in the busy season, since approximately February of 2021. He has demonstrated an ability to expertly orchestrate successfully executed moves, including working directly with clients and driving our trucks. Knowing that Karsten previously had a senior position with a moving company operating in North Carolina and Ohio and that he intended to seek operating authority of his own, I trained him on PA Motor Carrier compliance topics including moving paperwork, regulations, and daily safety inspections.

From my work with Karsten, I believe that he genuinely wants to operate in a responsible and compliant manner. He gives phenomenal customer service to all of his clients.

I can be reached at 717-991-8812 for any further questions or concerns

Regards,

A handwritten signature in black ink, appearing to read "Steve Paparounis". The signature is written in a cursive, somewhat stylized font.

Steve Paparounis