

# TRISTATE

## TRISTATE HOUSEHOLD GOODS TARIFF CONFERENCE, INC.

### MAILING ADDRESS

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Mt. Laurel, NJ 08054-7385

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### OFFICE HOURS

Monday-Friday  
8:30 A.M.—5:00 P.M.

KENNETH D. SATALOFF, EXECUTIVE SECRETARY

EMAIL: [tristatetariff@gmail.com](mailto:tristatetariff@gmail.com)

September 6, 2012

Rosemary Chiavetta,  
Secretary  
Pennsylvania Public Utility Commission  
P. O. Box 3265  
Harrisburg, PA 17105-3265

Dear Secretary Chiavetta:

Enclosed herewith are two (2) copies of 13th Revised Page 48 to Tariff Freight Pa. P.U.C. No. 50, issued by Tristate Household Goods Tariff Conference, Inc., Agent for its members under power of attorney, and sent to you for filing in compliance with the requirements of the Pennsylvania Public Utility Law.

13th Revised Page 48 to Tariff Freight Pa. P.U.C. No. 50 provides for an increase in hourly rates from \$101.00 for a van, driver and two (2) helpers to \$105.00 for the same crew per hour. The only Tristate domiciled member is McNaughton Bros., Inc. in Indiana County.

Transportation Rate Table H applies to shipments of household goods in use originating in Indiana County and transported distances of forty (40) miles and less.

Also enclosed in view of the fact that McNaughton Bros., Inc.'s 2011 Pa. Gross Revenues exceed \$500,000 we have provided additional supporting financial information.

Attached is a completed Wage Cost Study Form prepared by McNaughton Bros., Inc. comparing the wages and fringe benefits between 2007 (last increase in hourly rates) and 2012. The cost per man hour has risen from \$26.87 to \$28.64, or an increase of 6.5%, and marked Exhibit 1. Also attached is Exhibit 2 that summarizes McNaughton's revenues and expenses from calendar year 2011 providing an operating ratio of 94.7%. Lastly, attached is a copy of McNaughton's 2011 Assessment Report-Motor Carriers reflecting \$737,486.

The proposed loose-leaf revision to Tariff Freight Pa. P.U.C. No. 50 issued by Tristate Household Goods Tariff Conference, Inc., has been filed on sixty (60) days notice.

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2012 SEP 11 AM 8:28  
PA P.U.C.  
SECRETARY'S BUREAU

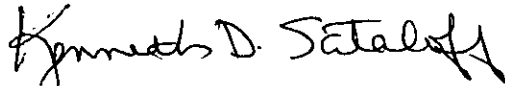
Rosemary Chiavetta,  
Secretary  
Pa. Public Utility Commission

- 2 -

September 6, 2012

Please contact this office if you need any additional information.

Respectfully yours,



Kenneth D. Sataloff,  
Executive Secretary  
KDS/mlm  
Enclosures

S U M M A R Y

1. Affected county(ies): INDIANA
2. Affected Tristate Mover(s): ONE (1)
3. Proposed effective date of increase: *November 12, 2012*
4. Effective date of last increase in rates: JUNE 30, 2008
5. Last increase filed through: 12TH REVISED PAGE 48 TO TARIFF 50-T
6. Percentage of Proposed increase in hourly rates:  
3.9% - TRANSPORTATION RATE TABLE H
7. Increase in "wages" and "fringe benefits":  
EXHIBIT 1 - 6.5% (FROM \$26.87 TO 28.64 PER MAN-HOUR)
8. Needed increase in rates to offset increased cost of labor:  
EXHIBIT 1 - 46% X 6.5% EQUALS 3.0%
- 8-A. Needed increase in rates to offset increased costs other than labor:
9. Per man-hour charge for Table <sup>H</sup> (Class 1 Shipments):  
PRESENT: \$27.00                  PROPOSED: \$28.00
10. Per man-hour charge for Table (Class 2 Shipments):  
NOT APPLICABLE
11. Per van-hour charge on both Class 1 and Class 2 Shipments:  
PRESENT: \$20.00                  PROPOSED: \$21.00
12. Proposed increase in hourly rates applies only to shipments transported distances of forty (40) miles or less applicable to household goods and related articles, in use.
13. Revenue Impact Statement: Total under forty (40) mile operating revenue from the affected Tristate Movers: REFER TO EXHIBIT 2 - \$117,075 X 3.9% EQUALS \$4,566.00.

INDIANA COUNTY

Present rates applicable to shipments originating in Indiana County are contained in Table H found on 12th Revised Page 48 to Tariff Freight Pa. P.U.C. No. 50. Rate Table H applying on shipments of household goods in use, originating in Indiana County and transported distances of forty (40) miles or less were last increased effective June 30, 2008 through the filing of 12th Revised Page 48 to Tariff Freight Pa. P.U.C. No. 50.

Under the proposed revisions Table H is modified to provide the following proposed increases in hourly rates:

TABLE H	-	\$1.00 per man-hour (from \$27.00 to \$28.00 per hour)
TRUCK CHARGE	-	\$1.00 per van-hour (from \$20.00 to \$21.00 per hour)

Listed below for your information are the present level of hourly rates along with the proposed level of hourly rates as presently shown on 13th Revised Page 48 to Tariff Freight Pa. P.U.C. No. 50.

<u>TRANSPORTATION RATE TABLE H</u>	<u>PRESENT</u>	<u>PROPOSED</u>
Vehicle and Driver .....	\$47.00	\$49.00
Additional Men; each .....	27.00	28.00
Vehicle and three (3) men .....	\$101.00	\$105.00
(Norman Complement)		

The present van and three (3) man charge is \$101.00 per hour. Proposed charge for a van and three (3) is \$105.00 per hour, which produces a \$4.00 per hour increase in rates, or a 3.9% increase.

SYNOPSIS OF EXHIBIT 1

Wage Cost Study Form prepared by affected Tristate Indiana County Mover.

(a) Increases in "wages" effective 2012 per man-hour:

<u>2012</u>	<u>2008</u>	<u>Increased Difference</u>
\$15.00	\$14.00	\$1.00

(b) Increases in "fringe benefits" effective 2012 per man-hour:

<u>2012</u>	<u>2008</u>	<u>Increased Difference</u>
\$13.64	\$12.87	\$ .77

(c) Total increases in "wages" and "fringe benefits" in 2012 per man-hour.

<u>Total Increase</u>	<u>Percentage of Increase</u>
\$1.77	6.5%

INDIANA COUNTY  
(Concluded)

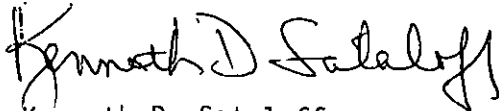
(d) Using the formula of 46% labor cost to revenue dollar which have been accepted by the Commission in previous filings, a needed increase in rates to just offset increases in labor costs alone would be as follows:

$$46\% \times 6.5\% \text{ equals } 3.0\%$$

The applicant is seeking this increase primarily due to length of time since seeking an increase in its hourly rates which was 2008.

The amount of projected local moving revenue (under 40 miles) is \$4,566. Refer to Exhibit 2.

Please contact this office if you need any additional information



Kenneth D. Sataloff  
Executive Secretary

WAGE COST STUDY FORM

	COLUMN 1	COLUMN 2	COLUMN 3
EFFECTIVE DATE:	2007	2012	
1. HOURLY WAGE:	\$ 14.00	\$ 15.00	
2. DAILY WAGE:	112.00	120.00	
3. WEEKLY WAGE:	560.00	600.00	
4. ANNUAL WAGE:			
@ 47 WEEKS			
@ 48 WEEKS	26,880.00	28,800.00	
@ 49 WEEKS			
@ 50 WEEKS			
@ 51 WEEKS			
5. VACATIONS <u>4</u> WEEKS @ <u>40</u> HOURS PAY:	2,240.00	2,400.00	
6. HOLIDAYS <u>7</u> :	784.00	840.00	
7. PERSONAL DAYS <u>2</u> :	224.00	240.00	
8. HEALTH AND WELFARE CONTRIBUTIONS:	9,221.04	11,087.00	
9. PENSION CONTRIBUTIONS:	3,677.34	1,440.00	
10. WORKMENS COMPENSATION CONTRIBUTIONS PER \$100.00 OF PAYROLL:	4702.99	4,794.00	
11. UNEMPLOYMENT COMPENSATION:			
STATE	179.00	1,436.00	
FEDERAL	56.00	56.00	
12. SOCIAL SECURITY CONTRIBUTION:	2304.79	2469.00	
13. OTHER - SPECIFY: <u>Bonus</u> <u>Safety</u> <u>Award</u>	610.00 \$49,871.16	670.00 \$53,152.00	
COST PER MAN-HOUR (WAGES AND FRINGES)	\$26.87	\$28.64	

TOTAL COST PER YEAR (ADD FIGURES FROM LINES 4, 5, 8, 9, 10, 11, 12 AND 13 PER MAN.

TOTAL COST DIVIDED BY \* 1856 HOURS EQUALS COST PER WORK HOUR AVAILABLE.

\* 365 DAYS MINUS 52 SATURDAYS, 52 SUNDAYS, 20 VACATION DAYS, 7 HOLIDAYS AND 2 PERSONAL DAYS, OR 232 DAYS TIMES EIGHT (8) HOURS PER DAY, OR 1856 WORK HOURS AVAILABLE PER YEAR.

\$28.64 - Cost per man hour effective 2012

\$26.87

\$ 1.77

Increase in wages and fringe benefits effective 2012, or an increase of 6.5%

Calendar Year 2011

Exhibit 2

NAME OF CARRIER	PA. P.U.C. CERTIFICATE NUMBER	COLUMN 1 CARRIER INTERSTATE OPERATING REVENUE	COLUMN 2 CARRIER INTRASTATE OPERATING REVENUE	COLUMN 3 CARRIER OTHER REVENUE	(ADD COLUMNS 1, 2 AND 3) TOTAL CARRIER REVENUE	TOTAL CARRIER EXPENSES	OPERATING RATIOS
McNaughton Bros, Inc.	A-00082096	\$2,143,723	\$737,486 (1)		\$2,881,209	\$2,731,345	94.7%

(1)  $\$117,075 \times 3.9\%$  (proposed % increase in rates) equals an under 40 mile transportation project's revenues for the affected Tustate Indiana County, numer. of \$4,566.00

COMMONWEALTH OF PENNSYLVANIA  
PUBLIC UTILITY COMMISSION  
PO BOX 3265  
HARRISBURG, PA 17105-3265

**2011 ASSESSMENT REPORT-MOTOR CARRIERS**

This Report **MUST BE FILED** not later than **MARCH 31, 2012**. Failure to file may result in fines up to \$1,000 for each day a violation continues (66 Pa. C.S. § 3301).

TRADE OR CORPORATE NAME OF UTILITY: <b>MCNAUGHTON BROS., INC.</b>		UTILITY CODE <b>801940</b>	APPLICATION# <b>A-00081096</b>
CONTACT NAME: <b>Bob Shively</b>			
ADDRESS 1: <b>PO BOX 57</b>		ADDRESS 2 (Floor, Suite, etc.): <b>140 OLD ROUTE 119 SOUTH</b>	
CITY, STATE, ZIP: <b>INDIANA, PA 15701</b>			

**OPERATING REVENUE FOR CALENDAR YEAR 2011 (January 1, 2011-December 31, 2011)**

(All amounts shall be rounded to the nearest dollar.)

	PROPERTY	HOUSEHOLD GOODS	PASSENGER	
			Group and Party 16 or more	Passenger 15 and Under
<b>1. PA INTRASTATE OPERATING REVENUE</b>	\$ 60,867	\$ 676,619	\$ -0-	\$ -0-
<b>2. PA EXEMPT INTRASTATE REVENUE</b>	\$ -0-	\$ -0-	\$ -0-	\$ -0-
<b>3. PA NET INTRASTATE OPERATING REVENUE (Subtract Line 2 from Line 1)</b>	\$ 60,867	\$ 676,619	\$	\$

(All amounts shall be rounded to the nearest dollar.)

PA EXEMPT INTRASTATE REVENUE Enter a number from enclosed Exempt Revenue list as applicable. (Attach additional sheets as needed)	PROPERTY	HOUSEHOLD GOODS	PASSENGER	
			Group and Party 16 or more	Other
	\$	\$	\$	\$
<b>TOTAL (Enter on Line 2 above)</b>	\$	\$	\$	\$

**UCR REGISTRATION INFORMATION**

2011 UCR Registered:  YES  NO

**IF YES:**

US DOT #: \_\_\_\_\_ INTERSTATE OPERATING REVENUE: \$ \_\_\_\_\_

MC Number: \_\_\_\_\_



# TRISTATE HOUSEHOLD GOODS TARIFF CONFERENCE, INC.

13th Revised Page 48 Cancels 12th Revised Page 48

FREIGHT PA. P.U.C. NO. 50

## SECTION IV

### ◆ TRANSPORTATION RATE TABLE H - CLASS 1 SHIPMENTS (ITEM 3)

Subject to Notes AA and BB and 1 to 6 below, the transportation charges on any shipment shall be a COMBINATION of the applicable TRAVELING CHARGE named in Column 1 plus HOURLY CHARGE at applicable rates named in Columns 2, 3 and 4.

Hourly rates apply only from time of arrival of vehicles and men at first point of origin (continued during all loading, transportation from first point of origin to final destination, and unloading) until completion of unloading and dismissal of vehicles and men by shipper at destination.

Traveling charges cover traveling to first point of origin and traveling from final destination, irrespective of actual time involved in such traveling.

EQUIPMENT AND MEN	COLUMN 1	COLUMN 2	COLUMN 3	COLUMN 4
	TRAVELING CHARGES ANY DAY (Flat Charges in Dollars)	HOURLY RATES (in Dollars)		
		SUNDAYS AND HOLIDAYS (ANY HOUR)	WEEKDAYS 6:01 AM to 4:30 PM	SATURDAYS (ANY HOUR) AND *WEEKDAYS 4:31 PM to 6:00 AM
VEHICLE and Driver ....		78.00	49.00	61.00
Additional men; each.....	See Note AA and BB	56.00	28.00	42.00
SUPERVISORS; each..		62.00	31.00	46.50

NOTE 1 - Traveling Charges (Column 1) are in addition to Hourly Rates (Columns 2, 3 and 4).

NOTE 2 - Hourly Rates (Columns 2, 3 and 4), are based on the day or days, or periods of days, as indicated, during which services are performed.

NOTE 3 - Hourly Rates (Columns 2, 3 and 4) computed in half-hour periods; fractions of one-half hour considered one-half hour.

NOTE 4 - MINIMUM TRANSPORTATION CHARGE: Sundays and Holidays: 8 hours at rates named in Columns 1 and 2. Saturdays (any hour) or Weekdays 4:31 PM to 6:00 AM: 4 hours at rates named in Columns 1 and 4.

NOTE 5 - Rates in Column 4 apply only from 4:31 PM to 12:00 Midnight on any day when a higher rate is shown for the following day.

NOTE 6 - Carrier will supply and charge for supervisor or supervisors as requested by shipper. Hourly rate for each supervisor will be computed from time of arrival of vehicles and men at first point of origin until completion of unloading and dismissal of vehicles and men at final destination unless other time of arrival or dismissal of supervisor is provided by agreement between shipper and carrier.

NOTE AA - When distance from original point of origin to final destination is 10 miles or less, the flat charge shall be for one-half hour at the rates applicable.

When distance from original point of origin to final destination is over 10 miles but less than 20 miles, the flat charge shall be for one hour at the rates applicable.

When distance from original point of origin to final destination is 20 miles and less than 30 miles, the flat charge shall be for one and one-half hours at the rate applicable.

When distance from original point of origin to final destination is 30 miles and over (to 40 miles inclusive), the flat charge shall be for two hours at the rates applicable.

NOTE BB - A flat charge based on two hours at the applicable transportation rates shown in Columns 2, 3 or 4 will be assessed by carrier when travel from carrier's place of business to original point of origin is more than 25 miles. Charges applicable under Note AA will not apply when carrier assesses traveling charge under Note BB.

\* - When requested by shipper.

Abbreviations, Reference Marks and Symbols are explained on last page of tariff.

ISSUED: September 10, 2012

EFFECTIVE: November 12, 2012

Issued by: KENNETH D. SATALOFF, Executive Secretary    P. O. Box 1385    Mt. Laurel, NJ 08054-7385
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TRISTATE HOUSEHOLD GOODS TARIFF CONFERENCE, INC.

P.O. BOX 1385

MT. LAUREL, NEW JERSEY 08054-7385

IF NOT DELIVERED  
FORWARDING AND ADDRESS CORRECTION REQUESTED



09/06/2012

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Rosemary Chiavetta  
Secretary  
Pennsylvania Public Utility Commission  
P. O. Box 3265  
Harrisburg, PA 17105-3265