

BEFORE THE  
LOUISIANA PUBLIC SERVICE COMMISSION

DOCKET NO. S-35993

BJB GROUP, LLC DBA TWO MEN AND A TRUCK,  
EX PARTE

2022 OCT -7 PM 12:28  
LA PUBLIC SERVICE  
COMMISSION

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*In re: Application to increase tariff rates for Common Carrier Certificate No. 7915*

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**JOINT MOTION TO ACCEPT PROPOSED UNCONTESTED STIPULATED  
SETTLEMENT, PURSUANT TO RULE 57**

BJB Group, LLC dba Two Men and A Truck (“BJB Group” or “the Company”) and Louisiana Public Service Commission (“LPSC” or “Commission”) Staff (“Staff”) respectfully submit this *Joint Motion to Accept Proposed Uncontested Stipulated Settlement, Pursuant to Rule 57* (“Joint Motion”) on BJB Group’s application to increase its tariff rates for Common Carrier Certificate Number 7915 (“Application”). BJB Group and Staff (herein jointly referred to as the “Parties”) are requesting that the Commission take this matter up pursuant to Rule 57 of the Commission’s Rules of Practice and Procedure at the next practicable Business and Executive Session.

***I.***

On May 14, 2021, BJB Group, an LPSC regulated household goods carrier, filed an application with the LPSC requesting authorization to increase its tariff rates pursuant to Commission General Order dated October 2, 2012 (R-32437). This Order allows for a common carrier to seek a 10% increase in rates, fares, or charges three years from its last increase which shall be approved and become effective subject to the application’s fifteen (15) day intervention

period.<sup>1</sup> However, if the common carrier seeks an increase in excess of 10% or seeks an increase three (3) years or less than its last increase, the application is subject to a complete rate review by Staff and approval by the full Commission at a Business and Executive Session.<sup>2</sup> Notice of the Application was published in the Commission's Official Bulletin #1246 dated May 28, 2021 as Docket No. S-35993. There are no intervenors in this proceeding.

## *II.*

In its Application, BJB Group stated that an increase in its tariffed rates was necessary due to rising insurance premiums, the need to increase employee compensation and the fact the Company has not had a rate increase since its inception in 2014. Attached to its Application, the Company provided a proposed tariff that increased the original tariffed the rates by approximately 30%. BJB Group's proposed tariff, which details the rate increases for each type of charge, is attached herein at Exhibit A.

## *III.*

After gathering the Company's financial information for the years ending December 31, 2019 and 2020 as well as formal data requests, Audit Staff prepared its recommended rates and fees based on the Operating Margin Ratio ("OMR"). While the Company did not request a rate increase based on the OMR method, it was Audit Staff's opinion that the OMR method was appropriate in this instance due to the Company's lack of assets in comparison to its reported revenue. The OMR method determines revenue requirements that emphasize the need for cash and provides an adequate margin of revenues over expenses to allow a reasonable profit while providing additional capital for the Company. Staff filed its Report and Recommendation ("Staff's Recommendation") on June 14, 2022. Ultimately, Staff recommended that the Commission

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<sup>1</sup> See Commission General Order dated October 2, 2012 (R-32437).

<sup>2</sup> *Id.*

authorize a rate increase of 10% of the Company's current rates and charges. Staff's Recommendation which details its recommended rates is attached hereto as Exhibit B.

#### *IV.*

The Company, through Counsel, filed a response to Staff's Recommendation on June 16, 2022 requesting Staff to approve an immediate 10% increase in its current tariffed rates on file with LPSC and that the parties enter into settlement negotiations regarding an additional increase in excess of 10%. Staff followed by filing a letter approving the Company's request and parties entered into settlement negotiations regarding an additional rate increase thereafter.

#### *V.*

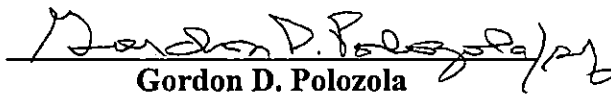
After such negotiations, Staff and BJB Group entered into an Uncontested Stipulated Settlement ("the Settlement") memorializing the agreement between the Parties, which is attached hereto as Exhibit C. As illustrated by the numerical chart within the Settlement, the Parties agreed to an additional 10% rate increase to the Company's tariffed rates and charges pursuant to General Order Commission General Order dated October 2, 2012. If approved, the Uncontested Stipulated Settlement would permit BJB Group to obtain an increase in its current rates by an additional 10%. The Company's current tariff on file with the Commission reflecting the immediate 10% approval is attached as Exhibit D along with the Testimony Supporting the Settlement by Commission Auditor, Thomas Broady attached as Exhibit E.<sup>3</sup>

The Parties currently do not have a hearing scheduled in this matter, and respectfully request that the Commission take this matter up pursuant to Rule 57 at the Commission's earliest practicable Business and Executive Session and approve this stipulation as being in the public interest.

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<sup>3</sup> This filing has been amended to include and supplement Exhibits D and E.

**WHEREFORE,** Commission Staff and BJB Group support the Uncontested Stipulated Settlement as an equitable resolution to BJB Group's application to increase its tariff rates for Common Carrier Certificate No.7644. This Stipulation avoids further litigation and is a resolution that is fair, results in just and reasonable rates, and is in the public interest. As such, the Parties request the Commission take this matter up pursuant to Rule 57 at the Commission's next practicable Business and Executive Session.



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Counsel for LPSC Staff

**TARIFF CHARGES FOR BJB GROUP LLC**

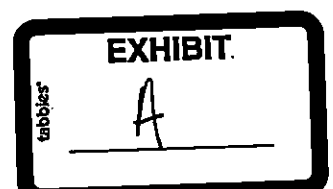
**TWO MEN AND A TRUCK**

**4000 JOHNSTON STREET**

**LAFAYETTE, LOUSIANNNA 70503**

**RULES, REGULATIONS, RATES AND CHARGES FOR  
LOCAL, Hourly LD, AND Authority SERVICES**

**EFFECTIVE May 31, 2021**



## **General Tariff Rules, Regulations, and Definitions**

This Tariff is governed, except as otherwise provided herein, by the following described Tariffs, and by supplements or loose leaf page amendments thereto or successive issues hereof.

BIB GROUP LLC d/b/a TWO MEN AND A TRUCK shall hereafter be designated as "Carrier" and its customer(s) shall hereafter be referred to as "Shipper".

This Tariff is applicable to three different charges: Local, Hourly LD, and Long Distance. These charges are based on 2 men and 1 truck.

The carrier may request a deposit prior to the move to save the shippers move date. Full payment is due after the completion of the move.

Also the carrier understands that any increase in charges or rates must be approved first by the Louisiana Public Service Commission. The carrier may require collecting half of the move before the move and the rest on the bill will the move is completed. The carrier only accepts cash, credit cards, checks or a certified check on moves. The carrier does not extend credit to shippers.

Mileage shall be determined by the carrier according to the Louisiana Highway Map, MapQuest, Bing, etc.

Copies of this tariff shall be and are available upon request, via mail, fax, or email, free of charge. Additionally, a copy of this Tariff may be viewed in person at the office of the carrier.

## **Local & Hourly LD Rules, Regulations and Definitions**

The same rates apply for packing. Boxes and packing supplies will be separate charge.

For hourly charges clock will start when we arrive at the shipper's first location and end when we get finished at the final destination.

Under special circumstances binding estimates or flat fees will be provided on moves upon the shipper's request. The required paperwork will be signed by both parties so both the carrier and the shipper understand and agrees with the scope of work and the charges

In the event the customer needs additional trucks and crews (2 men) the travel charge and hourly rates will double, triple, etc. Travel Charges are defined as: The guys' labor to and from the job site, insurance, and fuel to and from the jobsite.

### **Local Moves**

#### **0-30 Mile Radius**

Travel \$50.00 - \$162.50(Flat Rate)

Hourly Rate \$95.00 -\$169.00

Weekend Hourly Rate & Travel \$115.00-\$182.00

Minimum Hourly Rate: 2 Hours

Extra Man Hourly Rate & Travel: \$35.00-\$65.00

### **Hourly LD Moves**

#### **31-90 Mile Radius**

Travel Charge: \$125.00-\$260.00(Flat Fee)

Hourly Rate: \$125.00-\$227.50

Weekend Rate & Travel: \$115.00-\$227.50

Minimum Hourly Rate 3-5 Hours

Extra Man Hourly Rate & Travel: \$35.00-\$65.00

\*Prices may vary within the above specified ranges based on written agreement with customers, customer's history and specific defined details of the move

## Long Distance Moves

### Over 90 Mile Radius

Typically we will provide a binding estimate which is agreed on by the shipper and carrier.

In the event the carrier chooses to do an hourly the following rates will apply:

The rate of \$125.00-\$260.00 will start when we leave the office and end when we return to the carrier's office.

The firm binding estimate by the carrier will be in writing to the shipper and signed by both parties. The firm binding estimate is what the carrier must charge the shipper unless the shipper deviates from the service. The firm, binding estimate must accurately describe the shipment, its origination and the destination, and the scope of services to be provided. The shipper will receive a signed copy before the commencement of services.

If the shipper fails to inform or misleads the carrier on the amount of goods or services of work, the carrier has the option to decline the estimate. The carrier will work closely with the shipper to prevent these situations because this is a crucial element of a successful move. If the shipper request additional services after the household goods are in transit, the carrier must inform the shipper of the additional charges that will be billed. The carrier must bill for the payment of the balance of any remaining charges for additional services no sooner than thirty days after the date of delivery.

**Extra Charges:**

Holiday Services	\$125.00-\$162.50(Flat Rate)
Overnight	\$150.00-\$165.00
Valuation	Market Rates
Lift Gate	\$150.00 Daily Flat Rate
Dump Fee	\$75-\$100.00 Flat Fee

In the event that diesel prices get above \$4.25 per gallon, the carrier holds the right to access up to but not to exceed a \$75.00 service charge.

Overnight rates are defined as: when the customer needs to store their goods on the truck overnight until the next day.

Holidays Services are defined as: Any Federal Recognized Holiday.

**LOUISIANA PUBLIC SERVICE  
COMMISSION  
MEMORANDUM**

**For**

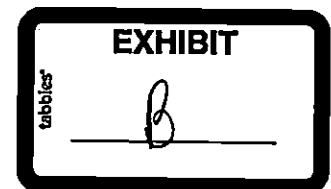
**BJB Group, LLC dba Two Men and a Truck  
Ex Parte.**

**Docket No. S-35993**

**Prepared by: Peggy Schwander**

**June 14, 2022**

2022 JUN 14 PM 2: 26  
LA PUBLIC SERVICE  
COMMISSION



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**EXECUTIVE SUMMARY**

BJB Group, LLC dba Two Men and a Truck (“BJB” or the “Company”) filed an application to increase tariff rates for common carrier to the Louisiana Public Service Commission (“LPSC” or the “Commission”) on May 14, 2021. BJB operates as a household goods mover in Lafayette, Louisiana. The Company shares common ownership and operates as a franchise of “Two Men and a Truck” under the Louisiana Public Service Commission (“LPSC” or the “Commission”) certificate 7915. BJB proposed the following range increase for tariff rates for common carrier (*see Exhibit A*):

BJB Group, LLC dba Two Men and a Truck Docket # S-35993								
Comparison of Present, Requested, and Recommended Rates								
Move Category	Present Rates		Proposed Rates		Proposed (\$) Increase		Proposed (%)	
	Low End of Range	High End of Range	Low End of Range	High End of Range	Low End of Range	High End of Range	Low End of Range	High End of Range
<b>Local Move (0-30 Mile Radius)</b>								
Hourly Rate	\$95.00	\$130.00	\$95.00	\$169.00	\$0.00	\$99.00	0%	30%
Travel Charge (Flat Rate)	\$50.00	\$125.00	\$50.00	\$162.50	\$0.00	\$37.50	0%	30%
Weekend Hourly Rate and Travel Charge	\$115.00	\$240.00	\$115.00	\$182.00	\$0.00	\$42.00	0%	30%
Extra Man Hourly Rate and Travel	\$35.00	\$50.00	\$35.00	\$65.00	\$0.00	\$15.00	0%	30%
Minimum Hourly Rate	2 Hours		2 Hours					
<b>Hourly Long Distance (31-90 Mile Radius)</b>								
Hourly Rate	\$125.00	\$175.00	\$125.00	\$227.50	\$0.00	\$52.50	0%	30%
Travel Charge (Flat Fee)	\$125.00	\$200.00	\$125.00	\$260.00	\$0.00	\$60.00	0%	30%
Weekend Hourly Rate and Travel Charge	\$115.00	\$175.00	\$115.00	\$227.00	\$0.00	\$52.00	0%	30%
Extra Man Hourly Rate and Travel	\$35.00	\$50.00	\$35.00	\$65.00	\$0.00	\$15.00	0%	30%
Minimum Hourly Rate	3-5 Hours		3-5 Hours					
<b>Long Distance (Over 90 Mile Radius)</b>								
Hourly Rate	\$125.00	\$200.00	\$125.00	\$260.00	\$0.00	\$60.00	0%	30%
<b>Extra Charges</b>								
Holiday Services (Additional Flat Rate)	\$125.00	\$125.00	\$125.00	\$162.50	\$0.00	\$37.50		30%
Overnight (Flat Fee per Truck)	\$150.00	\$300.00	\$150.00	\$165.00	\$0.00	-\$135.00	0%	-45%
Valuation	Market Rate		Market Rate					
Dump Fee (Flat Fee)			\$75.00	\$100.00	\$75.00	\$100.00		
Lift Gate (Flat Fee)			\$150.00		\$150.00			

Commission Staff (“Staff”) reviewed the Company’s Application and accompanying exhibits along with financial statements, other documentation, and responses to Staff’s formal and informal data requests. After discussion, Staff and BJB agreed to a test year ending December 31, 2020. Based upon its analysis, Staff prepared comparative exhibits regarding the Company’s requested increase in rates and Staff’s recommended increase in rates. Based on the recommended increase, Staff recommends the following increase in BJB’s tariff rates for common carrier (*see Exhibit A-1*):

BJB Group, LLC dba Two Men and a Truck Docket # S-35993 Comparison of Present, Requested, and Recommended Rates									
Move Category	Present Rates		Recommended (\$) Rates		Recommended (\$) Increase		Recommended (%)		Pro forma (%) Increase
	Low End of Range	High End of Range	Low End of Range	High End of Range	Low End of Range	High End of Range	Low End of Range	High End of Range	
<b>Local Move (0-30 Mile Radius)</b>									
Hourly Rate	\$95.00	\$130.00	\$104.50	\$143.00	\$9.50	\$13.00	10.00%	10.00%	10.00%
Travel Charge (Flat Rate)	\$50.00	\$125.00	\$55.00	\$85.00	\$5.00	-\$40.00	10.00%	-32.00%	10.00%
Weekend Hourly Rate and Travel Charge	\$115.00	\$180.00	\$126.50	\$154.00	\$11.50	-\$14.00	10.00%	10.00%	10.00%
Extra Man Hourly Rate and Travel	\$35.00	\$50.00	\$38.50	\$55.00	\$3.50	\$5.00	10.00%	10.00%	10.00%
Minimum Hourly Rate	2 Hours		2 Hours						
<b>Hourly Long Distance (31-90 Mile Radius)</b>									
Hourly Rate	\$125.00	\$175.00	\$137.50	\$192.50	\$12.50	\$17.50	10.00%	10.00%	10.00%
Travel Charge	\$125.00	\$200.00	\$137.50	\$220.00	\$12.50	\$20.00	10.00%	10.00%	10.00%
Weekend Hourly Rate and Travel Charge	\$115.00	\$175.00	\$126.50	\$192.50	\$11.50	\$17.50	10.00%	10.00%	10.00%
Extra Man Hourly Rate and Travel	\$35.00	\$50.00	\$38.50	\$55.00	\$3.50	\$5.00	10.00%	10.00%	10.00%
Minimum Hourly Rate	3-5 Hours		3-5 Hours						
<b>Long Distance (Over 90 Mile Radius)</b>									
Hourly Rate	\$125.00	\$200.00	\$137.50	\$220.00	\$12.50	\$20.00	10.00%	10.00%	10.00%
<b>Extra Charges</b>									
Holiday Services (Additional Flat Rate)	\$125.00	\$125.00	\$137.50	\$182.50	\$12.50	\$57.50	10.00%	46.00%	10.00%
Overnight (Flat Fee per Truck)	\$150.00	\$300.00	\$165.00	\$250.00	\$15.00	-\$50.00	10.00%	-16.67%	10.00%
Valuation	Market Rate		Market Rate						
Dump Fee (Flat Fee)			\$75.00	\$100.00	\$75.00	\$100.00			
Lift Gate (Flat Fee)				\$150.00		\$150.00			

**BACKGROUND**

On December 10, 2014, the LPSC granted BJB authority to operate as a carrier of household goods within the state of Louisiana under Certificate No. 7915. BJB is a jurisdictional public utility domiciled in Lafayette, Lafayette Parish, Louisiana with a principal place of business located at 4000 Cameron Street. BJB is owned by Bryan Jones (50%), William Stovall (25%), and Joseph South (25%) and operates as a franchise of “Two Men and a Truck”. The Company provides common carrier services for household goods. BJB owns eight (8) trucks.

**PREVIOUS RATE INCREASE**

The Company does not have a previous rate increase on file with the LPSC. The tariff granted on December 10, 2014 along with BJB’s authority to operate as a carrier of household goods within the state of Louisiana is the current tariff.

**COMPANY’S REQUEST**

On May 14, 2021, the Company filed an application with the LPSC requesting authorization to increase its tariffed rates. Notice of the Request was published in the Commission’s Official Bulletin #1246 dated May 28, 2021, as Docket No. S-35993 with an intervention period of fifteen (15) days. No interventions were filed.

In its Application, BJB requests an increase in Local Moves (0-30 Mile Radius), Hourly Long-Distance Moves (31-90 Mile Radius), and Long Distance (Over 90 Mile Radius) rates. The Extra Charges include the flat fees of holiday services, overnight, dump fee, and lift gate. The Company requests the implementation of a range for the Extra Charges of Holiday Services and Overnight. The Company also requests the implementation of “valuation” charges, which are charged at market rates, Lift Gate, and Dump Fee

The Company stated the requested increase was to reflect the increase in operating costs as the Company did not utilize the 10% increase approved by the Commission for all carrier tariffs<sup>1</sup>. The Company claims that an increase is necessary due to yearly increases in the labor market, insurance costs, and the cost of goods putting a strain on net income. The Company does not have any previous rate increases since the Company became a carrier of household goods within the state of Louisiana.

### **STAFF'S REVIEW AND ANALYSIS OF THE COMPANY'S REQUEST**

Staff encourages a carrier to utilize a straight-line depreciation method for all fixed assets based on IRS Publication 946, Appendix B, when determining the recoverable life of assets, as this is the method followed by Staff during rate reviews. Staff also routinely disallows any expenses that are not necessary to the operations of the business, including but not limited to, gifts, contributions, and executive bonuses.

Once Staff has made all necessary adjustments to the Company's financials, it determines the appropriate rate setting methodology to use in developing a company's revenue requirement. Staff has historically used one of three methods to determine rates on a case-by-case basis: the rate base/rate of return approach, the debt service coverage approach, and the operating ratio approach or operating ratio methods ("ORM"). The ORM provides a return over operational and maintenance expenses.

Considering that BJB common carrier assets are a fraction of reported revenues, Staff chose to use the operating margin ratio ("OMR") method in the present docket. This method determines revenue requirements that emphasize the need for cash. It does not provide for an adequate return on capital invested but provides an adequate margin of revenues over expenses to allow a reasonable profit while also providing additional working capital for the Company. Staff historically allows for an ORM range of 15%-25%.

The Company and Staff agreed to utilize the calendar year ending December 31, 2020, as the test year, with 2019 for comparison. The Company provided financial information for the years ending December 31, 2019 and 2020. Information included the Company's Income Statements and Balance Sheets, as well as BJB's depreciation schedules, income tax returns, copies of loan agreements, lease agreements, and multiple sets of informal data responses.

The Company filed a rate application on May 14, 2021 requesting the Commission's approval to increase rates for all carrier goods services. Staff reviewed the Company's current tariff, financials, responses to formal and informal data request. BJB rates are composed of a range for each move category and various other extra charges. Incorporating a range allows the Company flexibility in considering all factors associated with each move.

### **Company Requested Increases and Changes in Rates and Fees (Exhibit A)**

Staff prepared Exhibit A to show the Company's requested changes in rates and fees. Staff utilized the low and high ends of each range to create a comparison to show the impact requested rates

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<sup>1</sup> General Order dated October 2, 2012.

would have on the Company. A summary of the current and requested proposed rates for the Company is as follows (see Exhibit A):

**Local Move (0-30 Mile Radius)**

BJB currently has a range for local moves, which consist of a radius of 0-30 miles from the carrier's home, as \$95.00-\$130.00. With the requested rates, a Local move would increase to \$95.00-\$169.00, an increase of \$39.00 or a 30%. Local miscellaneous rates would also increase for the following; Travel Charge (Flat Rate) would increase to \$50.00-\$162.50, for an increase of \$37.50 or 30%, Weekend Hourly Rate and Travel Charge would increase to \$115.00-182.00, for an increase of \$42.00 or 30%, Extra Man Hourly Rate and Travel (two workers and one truck) would increase to \$35.00-\$65.00, for an increase of \$15 or 30%, and the minimum hourly rate would not change in the requested proposed rates.

BJB Group, LLC dba Two Men and a Truck Docket # S-35993 Comparison of Present, Requested, and Recommended Rates								
Move Category	Present Rates		Proposed Rates		Proposed (\$) Increase		Proposed (%)	
	Low End of Range	High End of Range	Low End of Range	High End of Range	Low End of Range	High End of Range	Low End of Range	High End of Range
<b>Local Move (0-30 Mile Radius)</b>								
Hourly Rate	\$95.00	\$130.00	\$95.00	\$169.00	\$0.00	\$39.00	0%	30%
Travel Charge (Flat Rate)	\$50.00	\$125.00	\$50.00	\$162.50	\$0.00	\$37.50	0%	30%
Weekend Hourly Rate and Travel Charge	\$115.00	\$140.00	\$115.00	\$182.00	\$0.00	\$42.00	0%	30%
Extra Man Hourly Rate and Travel	\$35.00	\$50.00	\$35.00	\$65.00	\$0.00	\$15.00	0%	30%
Minimum Hourly Rate	2 Hours		2 Hours					

**Hourly Long-Distance Move (31-90 Mile Radius)**

BJB currently has a range for an Hourly Long-Distance Move, which consist of a 31-mile radius to 90-mile radius range from the carrier's home, as \$125.00-\$175.00. With the requested rates, an Hourly Long-Distance Move would increase to \$125.00-\$227.50, an increase of \$52.50 or 30%. Local miscellaneous rates would also increase for the following; Travel Charge (Flat Rate) would increase to \$125.00-\$260.00, for an increase of \$60.00 or 30%, Weekend Hourly Rate and Travel Charge would increase to \$115.00-\$227.00, for an increase of \$52.00 or 30%, Extra Man Hourly Rate and Travel (two workers and one truck) would increase to \$35.00-\$65.00, for an increase of \$15.00 or 30%, and the minimum hourly rate would not change in the requested proposed rates.

BJB Group, LLC dba Two Men and a Truck Docket # S-35993 Comparison of Present, Requested, and Recommended Rates								
Move Category	Present Rates		Proposed Rates		Proposed (\$) Increase		Proposed (%)	
	Low End of Range	High End of Range	Low End of Range	High End of Range	Low End of Range	High End of Range	Low End of Range	High End of Range
<b>Hourly Long Distance (31-90 Mile Radius)</b>								
Hourly Rate	\$125.00	\$175.00	\$125.00	\$227.50	\$0.00	\$52.50	0%	30%
Travel Charge	\$125.00	\$200.00	\$125.00	\$260.00	\$0.00	\$60.00	0%	30%
Weekend Hourly Rate and Travel Charge	\$115.00	\$175.00	\$115.00	\$227.00	\$0.00	\$52.00	0%	30%
Extra Man Hourly Rate and Travel	\$35.00	\$50.00	\$35.00	\$65.00	\$0.00	\$15.00	0%	30%
Minimum Hourly Rate	3-5 Hours		3-5 Hours					

**Long-Distance (Over 90 Mile Radius)**

BJB currently has a Long-Distance move rate, which consists of a move that exceeds a 90-mile radius of carrier's home, as \$125.00-\$200.00. With the requested rate, a Long-Distance move would be \$125.00-260.00 per hour.

BJB Group, LLC dba Two Men and a Truck Docket # S-35993								
Comparison of Present, Requested, and Recommended Rates								
Move Category	Present Rates		Proposed Rates		Proposed (\$) Increase		Proposed (%)	
	Low End of Range	High End of Range	Low End of Range	High End of Range	Low End of Range	High End of Range	Low End of Range	High End of Range
Long Distance (Over 90 Mile Radius)								
Hourly Rate	\$125.00	\$200.00	\$125.00	\$260.00	\$0.00	\$60.00	0%	30%

**Extra Charges**

The Company also requests the implantation of a range for the following extra charges: Holiday Services for a range of \$125.00-\$162.50, Overnight Fee for a range of \$150.00-\$165.00. The Company also requests to implement the following extra charges: Dump Fee for a range of \$75.00-\$100.00 and Lift Gate Fee for a flat rate of \$150.00.

BJB Group, LLC dba Two Men and a Truck Docket # S-35993								
Comparison of Present, Requested, and Recommended Rates								
Move Category	Present Rates		Proposed Rates		Proposed (\$) Increase		Proposed (%)	
	Low End of Range	High End of Range	Low End of Range	High End of Range	Low End of Range	High End of Range	Low End of Range	High End of Range
Extra Charges								
Holiday Services (Additional Flat Rate)	\$125.00	\$125.00	\$125.00	\$162.50	\$0.00	\$37.50		30%
Overnight (Flat Fee per Truck)	\$150.00	\$300.00	\$150.00	\$165.00	\$0.00	-\$15.00	0%	-5%
Valuation	Market Rate		Market Rate					
Dump Fee (Flat Fee)			\$75.00	\$100.00	\$75.00	\$100.00		
Lift Gate (Flat Fee)				\$150.00		\$150.00		

**Staff Recommended Increases and Changes in Rates and Fees (Exhibit A-1)**

Staff prepared Exhibit A-1 to show the Staff's recommended changes in rates and fees. Staff utilized the low and high ends of each range to create a comparison to show the impact recommended rates would have on the Company. A summary of the current and recommended rates for the Company is as follows (see Exhibit A-1):

**Local Move (0-30 Mile Radius)**

BJB currently has a range for local moves, which consist of a radius of 0-30 miles from the carrier's home, as \$95.00-\$130.00. With the recommended rates, a Local move would increase to \$104.50-143.00, an increase of \$9.50-\$13.00 or a 10%. Local miscellaneous rates would also increase for the following; Travel Charge (Flat Rate) would increase to \$55.00-\$85.00, for an increase of \$5.00-(\$40.00) or 10%, and -32.00% for the high end of the range, Weekend Hourly Rate and Travel Charge would increase to \$126.50-\$154.00, for an increase of \$11.50-\$14.00 or 10%, Extra Man Hourly Rate and Travel (two workers and one truck) would increase to \$38.50-\$55.00, for an increase of \$3.50-\$5.00 or 10%, and the minimum hourly rate would not change in the recommended rates.

BJB Group, LLC dba Two Men and a Truck Docket # S-35993 Comparison of Present, Requested, and Recommended Rates									
Move Category	Present Rates		Recommended (\$) Rates		Recommended (\$) Increase		Recommended (%)		Pro forma (%) Increase
	Low End of Range	High End of Range	Low End of Range	High End of Range	Low End of Range	High End of Range	Low End of Range	High End of Range	
Local Move (0-30 Mile Radius)									
Hourly Rate	\$95.00	\$120.00	\$104.50	\$143.00	\$9.50	\$13.00	10.00%	10.00%	10.00%
Travel Charge (Flat Rate)	\$50.00	\$125.00	\$55.00	\$85.00	\$5.00	\$40.00	10.00%	32.00%	10.00%
Weekend Hourly Rate and Travel Charge	\$115.00	\$140.00	\$126.50	\$154.00	\$11.50	\$14.00	10.00%	10.00%	10.00%
Extra Man Hourly Rate and Travel	\$35.00	\$50.00	\$38.50	\$55.00	\$3.50	\$5.00	10.00%	10.00%	10.00%
Minimum Hourly Rate	2 Hours		2 Hours						

**Hourly Long-Distance Move (31-90 Mile Radius)**

BJB currently has a range for an Hourly Long-Distance Move, which consist of a 31-mile radius to 90-mile radius range from the carrier's home, as \$125.00-\$175.00. With the recommended rates, an Hourly Long-Distance Move would increase to \$137.50-\$192.50, an increase of \$12.50-\$17.50 or 10%. Local miscellaneous rates would also increase for the following; Travel Charge (Flat Rate) would increase to \$137.50-\$220.00, for an increase of \$12.50-\$20.00 or 10%, Weekend Hourly Rate and Travel Charge would increase to \$126.50-\$192.50, for an increase of \$11.50-17.50 or 10%, Extra Man Hourly Rate and Travel (two workers and one truck) would increase to \$38.50-\$55.00, for an increase of \$3.50-\$5.00 or 10%, and the minimum hourly rate would not change in the recommended rates.

BJB Group, LLC dba Two Men and a Truck Docket # S-35993 Comparison of Present, Requested, and Recommended Rates									
Move Category	Present Rates		Recommended (\$) Rates		Recommended (\$) Increase		Recommended (%)		Pro forma (%) Increase
	Low End of Range	High End of Range	Low End of Range	High End of Range	Low End of Range	High End of Range	Low End of Range	High End of Range	
Hourly Long Distance (31-90 Mile Radius)									
Hourly Rate	\$125.00	\$175.00	\$137.50	\$192.50	\$12.50	\$17.50	10.00%	10.00%	10.00%
Travel Charge	\$125.00	\$200.00	\$137.50	\$220.00	\$12.50	\$20.00	10.00%	10.00%	10.00%
Weekend Hourly Rate and Travel Charge	\$115.00	\$175.00	\$126.50	\$192.50	\$11.50	\$17.50	10.00%	10.00%	10.00%
Extra Man Hourly Rate and Travel	\$35.00	\$50.00	\$38.50	\$55.00	\$3.50	\$5.00	10.00%	10.00%	10.00%
Minimum Hourly Rate	3-5 Hours		3-5 Hours						

**Long-Distance (Over 90 Mile Radius)**

BJB currently has a Long-Distance move rate, which consists of a move that exceeds a 90-mile radius of carrier's home, as \$125.00-\$200.00. With the recommended rates, a Long-Distance move would increase to \$137.50-\$220.00, an increase of \$12.50-\$20.00 or 10%.

BJB Group, LLC dba Two Men and a Truck Docket # S-35993 Comparison of Present, Requested, and Recommended Rates									
Move Category	Present Rates		Recommended (\$) Rates		Recommended (\$) Increase		Recommended (%)		Pro forma (%) Increase
	Low End of Range	High End of Range	Low End of Range	High End of Range	Low End of Range	High End of Range	Low End of Range	High End of Range	
Long Distance (Over 90 Mile Radius)									
Hourly Rate	\$125.00	\$200.00	\$137.50	\$220.00	\$12.50	\$20.00	10.00%	10.00%	10.00%

The Company also requests the implantation of a range for Holiday Services and Overnight, and the implantation of a Lift Gate fee and dump fee.. Staff recommends the following: Holiday Services for a range of \$137.50-\$162.50, Overnight Fee for a range of \$165.00-\$250.00, Dump Fee for a range of \$75.00-\$100.00, and Lift Gate Fee for a flat rate of \$150.00.

BJB Group, LLC dba Two Men and a Truck Docket #S-35993 Comparison of Present, Requested, and Recommended Rates									
More Category	Present Rates		Recommended (\$) Rates		Recommended (\$) Increase		Recommended (%)		Pro forma (%) Increase
	Low End of Range	High End of Range	Low End of Range	High End of Range	Low End of Range	High End of Range	Low End of Range	High End of Range	
Extra Charges									
Holiday Services (Additional Flat Rate)	\$125.00	\$125.00	\$137.50	\$162.50	\$12.50	\$37.50	10.00%	30.00%	10.00%
Overnight (Flat Fee per Truck)	\$250.00	\$300.00	\$165.00	\$250.00	\$16.00	-\$50.00	10.00%	-16.67%	10.00%
Valuation	Market Rate		Market Rate						
Dump Fee (Flat Fee)			\$75.00	\$100.00	\$75.00	\$100.00			
Lift Gate (Flat Fee)				\$150.00		\$150.00			

### **Comparative Balance Sheet for the Years Ended December 31, 2019 and 2020 (Exhibit B)**

BJB submitted balance sheets for the calendar years ending December 31, 2019, and December 31, 2020. The balance sheets contained figures pertaining to the assets, liabilities, and net worth of the Company. Staff reviewed the balance sheets and used the years 2019 and 2020 to prepared a comparative balance sheet showing the increase or decrease and percent changes in the dollar amounts between the two periods.

Staff used the data contained in the Comparative Balance Sheet to determine if there were any significant variances in the individual assets and liabilities accounts from the prior year to the test year. Staff did not identify any irregularities; therefore, no adjustments were necessary.

### **Comparative Income Statement for the Years Ended December 31, 2019 and 2020 (Exhibit C)**

Staff reviewed the income statements of BJB for the calendar years ending December 31, 2019, and December 31, 2020. The income statement measures the Company's financial performance over a specific period of time by providing a summary of its revenues and expenses with both operating and non-operating activities. Staff prepared a Comparative Income Statement showing the increase or decrease in dollar amounts and percent changes in the dollar amounts for the two periods.

Staff used the data contained in the Comparative Income Statement to determine if there were any significant variances in the individual revenue and expense accounts from the prior calendar year to the test year and found that total income increased by 9.17%, or \$317,235.86, gross profit increased by 13.50%, or \$219,882.56, total expense increased by 1.58%, or \$18,742.55. Net income increased by 100.54%, or \$431,124.26.

### **Staff Adjusted Income Statement for the Year Ended December 31, 2020 (Exhibit C-1)**

Staff used the 2020 test year data to prepare an Adjusted Income Statement. Staff conducted research and determined that the average salary for a President/Owner of a moving and relocation service company is approximately \$110,934.<sup>2</sup> Therefore, \$73,846.48 salary for Joseph South is reasonable. No adjustments were made to the Company's 2020 income statement.

<sup>2</sup> Staff utilized Payscale.com with parameters set for Presidents/Owners of Moving and Relocation Services in the United States in order to determine the average salary for John Semmes.

**Staff Recommended Pro Forma Adjusted Income Statement for the Year Ended December 31, 2020 (Exhibit D)**

Staff prepared Exhibit D to illustrate the financial impact of Staff's recommended revenue increase. According to the test year, the Company's 2020 ORM is 59.94%. The Company's requested increase in rates exceeds the Commission's OMR benchmark range; therefore, Staff used the Adjusted Income Statement for the calendar year ended December 30, 2020 and made the recommended pro forma increase to Gross Revenue in the amount of \$333,500, or 10%, which coincides with General Order dated October 2, 2012. This recommended increase generates an increase in revenues that would have taken place had the Company filed for, and implemented, a rate increase of 10% according to General Order dated October 2, 2012.

**REGULATORY COMPLIANCE**

**LPSC Compliance Review**

Staff verified that as of the date of filing of this memorandum, BJB has filed all quarterly inspection and supervision forms and has remitted all payments to the Louisiana Department of Revenue, as required by Louisiana Revised Statute 45:1177. Staff further verified that as of the date of filing of this memorandum, BJB has properly filed its annual report of its financial and operating conditions, as required by General Order No. 2, dated July 1, 1921 and pursuant to the General Order dated November 22, 2011.<sup>3</sup>

**CONCLUSION**

Staff reviewed BJB's application, along with financials and one set of formal data responses and multiple informal data responses. Staff recommends that the Company increase their rates by 10%, which coincides with General Order dated October 2, 2012. The Company has not requested a rate increase since having authority to operate as a common carrier of household goods on December 10, 2014. Due to the Company's current ORM, Staff does not recommend more than a 10% increase in rates. The 10% recommended increase generates an increase in revenues that would have taken place had the Company filed for, and implemented, a rate increase of 10% if the Company applied for a rate increase within three years after the approval of a tariff as indicated in General Order dated October 2, 2012. Staff recommends that the Commission approve the rates as recommended in Exhibit A-1, which will generate additional annual revenues in the approximate amount of approximately \$333,500. In addition to an increase in rates, Staff recommends that BJB be allowed to implement charges for Long Distance Moves (Over 90 Mile Radius) and to implement the aforementioned Extra Charges as requested by the Company.

Staff reviewed all financial data, formal and informal, to create a comparison between current and recommended rates. After thoroughly reviewing the Company's request, Staff does not agree with the

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<sup>3</sup> LPSC General Order dated November 22, 2011, states that "All Annual Reports filed with the Commission by regulated companies shall form the basis for the assessment of [Inspection and Supervision] Fees as provided for in La. R.S. 45:1179 and shall be sworn to before a notary public by the owner or officer/officers having personal knowledge of the facts set forth therein."

requested rates for Local Moves (0-30 Mile Radius), Hourly Long-Distance (31-90 Mile Radius), and Long-Distance Moves (Over 90 Mile Radius); however, Staff agrees with the request to implement Long Distance Moves (Over 90 Mile Radius) and all extra charges. Accordingly, Staff recommends that BJB Group, LLC d/b/a Two Men and a Truck implement the aforementioned recommended tariff changes based on the following conditions:

1. BJB Group, LLC must submit accurate annual reports that reflect the Company's financial statements.
2. BJB Group, LLC shall utilize the General Order, dated October 2, 2012, that allows for the approval of a 10% increase every three (3) years of a common carrier's current tariff rates. If Company decides not to use General Order, Company must submit documentation stating the reason to forgo the 10% increase.
3. BJB Group, LLC be ordered to continue its compliance with all LPSC compliance standards.
4. BJB Group, LLC be ordered to file into the record of this proceeding, along with a copy to the Commission's Transportation Division, a new or revised tariff reflecting the Commission's action, within thirty (30) days of issuance of an Order in this proceeding.
5. Upon satisfaction of the above-described conditions, and approval of the same by Staff, the approved rates are deemed effective. Any newly approved rates charged to customers prior to satisfying the above-stated conditions shall be considered a direct violation of this rate proceeding and subject to refund with interest.

BIB Group, LLC dba Two Men and a Truck Docket # S-35993											
Comparison of Present, Requested, and Recommended Rates											
Move Category	Present Rates		Proposed Rates		Proposed (\$) Increase		Proposed (%)				
	Low End of Range	High End of Range	Low End of Range	High End of Range	Low End of Range	High End of Range	Low End of Range	High End of Range	Low End of Range	High End of Range	High End of Range
<b>Local Move (0-30 Mile Radius)</b>											
Hourly Rate	\$95.00	\$130.00	\$95.00	\$169.00	\$0.00	\$39.00	0%	30%			
Travel Charge (Flat Rate)	\$50.00	\$125.00	\$50.00	\$162.50	\$0.00	\$37.50	0%	30%			
Weekend Hourly Rate and Travel Charge	\$115.00	\$140.00	\$115.00	\$182.00	\$0.00	\$42.00	0%	30%			
Extra Man Hourly Rate and Travel	\$35.00	\$50.00	\$35.00	\$65.00	\$0.00	\$15.00	0%	30%			
Minimum Hourly Rate		2 Hours		2 Hours							
<b>Hourly Long Distance (31-90 Mile Radius)</b>											
Hourly Rate	\$125.00	\$175.00	\$125.00	\$227.50	\$0.00	\$52.50	0%	30%			
Travel Charge (Flat Fee)	\$125.00	\$200.00	\$125.00	\$260.00	\$0.00	\$60.00	0%	30%			
Weekend Hourly Rate and Travel Charge	\$115.00	\$175.00	\$115.00	\$227.00	\$0.00	\$52.00	0%	30%			
Extra Man Hourly Rate and Travel	\$35.00	\$50.00	\$35.00	\$65.00	\$0.00	\$15.00	0%	30%			
Minimum Hourly Rate		3-5 Hours		3-5 Hours							
<b>Long Distance (Over 90 Mile Radius)</b>											
Hourly Rate	\$125.00	\$200.00	\$125.00	\$260.00	\$0.00	\$60.00	0%	30%			
<b>Extra Charges</b>											
Holiday Services (Additional Flat Rate)	\$125.00	\$125.00	\$125.00	\$162.50	\$0.00	\$37.50	0%	30%			
Overnight (Flat Fee per Truck)	\$150.00	\$300.00	\$150.00	\$165.00	\$0.00	-\$135.00	0%	-45%			
Valuation		Market Rate		Market Rate							
Dump Fee (Flat Fee)			\$75.00	\$100.00	\$75.00	\$100.00					
Lift Gate (Flat Fee)				\$150.00		\$150.00					

BIB Group, LLC dba Two Men and a Truck Docket # S-35993 Comparison of Present, Requested, and Recommended Rates									
Move Category	Present Rates		Recommended (\$) Rates		Recommended (\$) Increase		Recommended (%)		Pro Forma (%) Increase
	Low End of Range	High End of Range	Low End of Range	High End of Range	Low End of Range	High End of Range	Low End of Range	High End of Range	
Local Move (0-30 Mile Radius)	Hourly Rate	\$95.00	\$130.00	\$104.50	\$143.00	\$9.50	\$13.00	10.00%	10.00%
	Travel Charge (Flat Rate)	\$50.00	\$125.00	\$55.00	\$85.00	\$5.00	-\$40.00	10.00%	-32.00%
	Weekend Hourly Rate and Travel Charge	\$115.00	\$140.00	\$126.50	\$154.00	\$11.50	\$14.00	10.00%	10.00%
	Extra Man Hourly Rate and Travel Minimum Hourly Rate	\$35.00	\$50.00	\$38.50	\$55.00	\$3.50	\$5.00	10.00%	10.00%
Hourly Long Distance (31-90 Mile Radius)	Hourly Rate	\$125.00	\$175.00	\$137.50	\$192.50	\$12.50	\$17.50	10.00%	10.00%
	Travel Charge	\$125.00	\$200.00	\$137.50	\$220.00	\$12.50	\$20.00	10.00%	10.00%
	Weekend Hourly Rate and Travel Charge	\$115.00	\$175.00	\$126.50	\$192.50	\$11.50	\$17.50	10.00%	10.00%
	Extra Man Hourly Rate and Travel Minimum Hourly Rate	\$35.00	\$50.00	\$38.50	\$55.00	\$3.50	\$5.00	10.00%	10.00%
Long Distance (Over 90 Mile Radius)	Hourly Rate	\$125.00	\$200.00	\$137.50	\$220.00	\$12.50	\$20.00	10.00%	10.00%
	Hourly Rate	\$125.00	\$200.00	\$137.50	\$220.00	\$12.50	\$20.00	10.00%	10.00%
Extra Charges	Holiday Services (Additional Flat Rate)	\$125.00	\$125.00	\$137.50	\$125.00	\$12.50	\$37.50	10.00%	30.00%
	Overnight (Flat Fee per Truck)	\$150.00	\$300.00	\$165.00	\$250.00	\$15.00	-\$50.00	10.00%	-16.67%
	Valuation	Market Rate	Market Rate	Market Rate	Market Rate				
	Dump Fee (Flat Fee)			\$75.00	\$100.00	\$75.00	\$100.00		
Light Gate (Flat Fee)				\$150.00		\$150.00			

BJB Group, LLC dba Two Men and A Truck Docket # S-35993 Comparative Balance Sheet For the Years Ended December 2019 and December 2020				
	December 31, 2019	December 31, 2020	\$ Difference	%Difference
<b>Assets</b>				
<b>Current Assets</b>				
Cash	\$121,007.71	\$175,891.50	\$54,883.79	45.36%
Accounts Receivable	(\$598.75)	(\$3,176.50)	(\$2,577.75)	-430.52%
<b>Other Current Assets</b>				
Undeposited Funds	\$7,548.75	\$16,628.94	\$9,080.19	120.29%
Advances		\$150.00		
<b>Total Current Assets</b>	<b>\$127,957.71</b>	<b>\$189,493.94</b>	<b>\$61,536.23</b>	<b>48.09%</b>
<b>Fixed Assets</b>				
Moving Trucks	\$766,478.42	\$766,478.42	\$0.00	0.00%
Vehicles Non-Moving	\$14,685.90	\$14,685.90	\$0.00	0.00%
Office Equipment and Software	\$6,493.28	\$6,493.28	\$0.00	0.00%
Furniture and Fixtures	\$536.81	\$536.81	\$0.00	0.00%
Accumulated Depreciation - Moving Trucks	(\$543,319.38)	(\$639,407.10)	(\$96,087.72)	-17.69%
Accumulated Depreciation - Vehicles (Non-Moving)	(\$2,202.93)	(\$5,140.07)	(\$2,937.14)	-133.33%
Accumulated Depreciation - Equipment and Software	(\$6,095.71)	(\$6,403.87)	(\$308.16)	-5.05%
Accumulated Depreciation - Furniture and Fixture	(\$536.81)	(\$536.81)	\$0.00	0.00%
<b>Total Fixed Assets</b>	<b>\$236,039.58</b>	<b>\$136,705.56</b>	<b>(\$99,333.02)</b>	<b>-42.08%</b>
<b>Other Assets</b>				
Franchise Fee	\$55,000.00	\$55,000.00	\$0.00	0.00%
Accumulated Amortization - Franchise Fee	(\$51,361.16)	(\$51,250.00)	\$111.16	0.22%
<b>Total Other Assets</b>	<b>\$3,638.84</b>	<b>\$3,750.00</b>	<b>\$111.16</b>	<b>3.05%</b>
<b>Total Assets</b>	<b>\$367,636.13</b>	<b>\$328,950.50</b>	<b>(\$37,685.63)</b>	<b>-10.25%</b>
<b>Liabilities</b>				
<b>Current Liabilities</b>				
Credit Card	\$722.67	\$2,002.64	\$1,279.97	177.12%
Sales Tax Payable	\$75.78	\$11.38	(\$64.40)	-84.98%
Customer Deposit Liability	\$3,970.50	\$16,116.50	\$12,146.00	305.91%
Manual Payroll - Checks Clearing	(\$1,324.88)		\$1,324.88	100.00%
Tips Payable	\$336.42	\$2,038.60	\$1,702.18	505.97%
Royalties Payable		\$11,089.25	\$11,089.25	
ST- Trans Ad	\$46,231.95		(\$46,231.95)	-100.00%
ST- Trucks	\$33,130.63	\$35,025.98	\$1,895.35	5.72%
Payroll - Garnishments Payable	\$545.76	\$3,745.10	\$3,199.34	586.22%
<b>Current Liabilities</b>	<b>\$83,688.83</b>	<b>\$70,029.45</b>	<b>(\$13,659.38)</b>	<b>-16.32%</b>
<b>Long Term Liabilities</b>				
Trucks	\$126,962.13	\$91,936.15	(\$35,025.98)	-27.59%
<b>Total Long Term Liabilities</b>	<b>\$126,962.13</b>	<b>\$91,936.15</b>	<b>(\$35,025.98)</b>	<b>-27.59%</b>
<b>Total Liabilities</b>	<b>\$210,650.96</b>	<b>\$161,965.60</b>	<b>(\$48,685.36)</b>	<b>-23.11%</b>
<b>Equity</b>				
Bryan Jones - Capital	\$134,700.00		(\$134,700.00)	-100.00%
Bryan Jones - Draws	(\$398,000.00)	(\$206,500.00)	\$191,500.00	48.12%
Joseph South - Capital	\$67,349.00		(\$67,349.00)	-100.00%
Joseph South - Draws	(\$199,000.00)	(\$103,250.00)	\$95,750.00	48.12%
Billy Stovall - Capital	\$67,349.24		(\$67,349.24)	-100.00%
Billy Stovall - Draws	(\$199,000.00)	(\$103,250.00)	\$95,750.00	48.12%
Retained Earnings	\$397,189.34	\$160,727.50	(\$236,461.84)	-59.53%
Net Income	\$287,139.92	\$421,049.73	\$133,909.81	46.64%
<b>Total Equity</b>	<b>\$157,727.50</b>	<b>\$168,777.23</b>	<b>\$11,049.73</b>	<b>7.01%</b>
<b>Total Liabilities &amp; Equity</b>	<b>\$368,378.46</b>	<b>\$330,742.83</b>	<b>(\$37,635.63)</b>	<b>-10.22%</b>

<b>B/B Group, LLC dba Two Men and A Truck</b> <b>Docket # S-35993</b> <b>Income Statement</b> <b>For the Years Ended December 2019 and December 2020</b>						
	December 31, 2019	December 31, 2020	\$ Difference	% Difference	85.95% Regulated	14.05% Unregulated
Moving Revenue	\$1,928,468.14	\$1,804,846.99	(\$123,621.15)	-6.41%	\$1,551,265.99	\$253,581.00
Moving Supplies Revenue	\$26,912.56	\$34,526.23	\$7,613.67	28.29%	\$29,675.29	\$4,850.94
Ancillary Revenue	\$302,857.04	\$271,384.74	(\$31,472.30)	-10.39%	\$233,255.18	\$38,129.56
Discounts & Allowances	(\$39,345.65)	(\$24,071.82)	\$15,273.83	38.82%	(\$20,689.73)	(\$3,382.09)
<b>Total Income</b>	<b>\$2,218,892.09</b>	<b>\$2,086,686.14</b>	<b>(\$132,205.95)</b>	<b>-5.96%</b>	<b>\$1,793,506.74</b>	<b>\$293,179.40</b>
Cost of Goods Sold	\$36,260.87	\$41,289.52	\$5,028.65	13.87%	\$35,488.34	\$5,801.18
Damages & Warranty	\$30,641.45	\$36,440.39	\$5,798.94	18.93%	\$31,320.52	\$5,119.87
Direct Labor	\$650,644.76	\$659,966.37	\$9,321.61	1.43%	\$567,241.10	\$92,725.27
Truck Expense	\$466,268.94	\$403,477.02	(\$62,791.92)	-13.47%	\$346,788.50	\$56,688.52
Other Moving & Storage Expense	\$13,638.50	\$11,086.92	(\$2,551.58)	-18.71%	\$9,529.21	\$1,557.71
<b>Total Cost of Goods Sold</b>	<b>\$1,197,454.52</b>	<b>\$1,152,260.22</b>	<b>(\$45,194.30)</b>	<b>-3.77%</b>	<b>\$990,367.66</b>	<b>\$161,892.56</b>
<b>Gross Profit</b>	<b>\$1,021,437.57</b>	<b>\$934,425.92</b>	<b>(\$87,011.65)</b>	<b>-8.52%</b>	<b>\$803,139.08</b>	<b>\$131,286.84</b>
Total Marketing Expense	\$57,774.51	\$33,039.73	(\$24,674.78)	-42.71%	\$28,449.22	\$4,650.51
Total Employee Costs - RR&T	\$7,771.75	\$9,171.25	\$1,399.50	18.01%	\$7,882.69	\$1,288.56
Total Facility Expense	\$42,258.97	\$43,522.71	\$1,263.74	2.99%	\$37,407.77	\$6,114.94
Total Professional Fees	\$12,130.62	\$11,050.62	(\$1,080.00)	-8.90%	\$9,498.01	\$1,552.61
Vehicle Costs - Non Moving	\$8,351.42	\$24,970.27	\$16,618.85	198.99%	\$21,461.95	\$3,508.32
Office and Other	\$44,917.55	\$45,659.19	\$741.64	1.65%	\$39,244.07	\$6,415.12
Franchise Operating Cost	\$177,389.18	\$174,206.84	(\$3,182.34)	-1.79%	\$149,730.78	\$24,476.06
Finance Cost	\$35,292.77	\$33,182.53	(\$2,110.24)	-5.98%	\$28,520.38	\$4,662.15
Support Staff	\$235,852.58	\$237,042.55	\$1,189.97	0.50%	\$203,738.07	\$33,304.48
Owners Compensation	\$98,003.87	\$85,168.36	(\$12,837.51)	-13.10%	\$73,200.49	\$11,965.87
<b>Total Expense</b>	<b>\$719,743.22</b>	<b>\$697,072.05</b>	<b>(\$22,671.17)</b>	<b>-3.15%</b>	<b>\$599,133.43</b>	<b>\$97,938.62</b>
<b>Net Ordinary Income</b>	<b>\$301,694.35</b>	<b>\$237,353.87</b>	<b>(\$64,340.48)</b>	<b>-21.33%</b>	<b>\$204,005.65</b>	<b>\$33,348.22</b>

<b>BJB Group, LLC dba Two Men and A Truck</b>				
<b>Docket # S-35993</b>				
<b>Adjusted Income Statement For the Year Ended December 2020</b>				
	December 31, 2020 As Filed	LPSC Staff Adjustment	December 31, 2020 As Adjusted	Notes
Moving Revenue	\$1,804,846.99		\$1,804,846.99	
Moving Supplies Revenue	\$34,526.23		\$34,526.23	
Ancillary Revenue	\$271,384.74		\$271,384.74	
Discounts & Allowances	(\$24,071.82)		(\$24,071.82)	
<b>Total Income</b>	<b>\$2,086,686.14</b>		<b>\$2,086,686.14</b>	
Cost of Goods Sold	\$41,289.52		\$41,289.52	
Damages & Warranty	\$36,440.39		\$36,440.39	
Direct Labor	\$659,966.37		\$659,966.37	
Truck Expense	\$403,477.02		\$403,477.02	
Other Moving & Storage Expense	\$11,086.92		\$11,086.92	
<b>Total Cost of Goods Sold</b>	<b>\$1,152,260.22</b>		<b>\$1,152,260.22</b>	
<b>Gross Profit</b>	<b>\$934,425.92</b>		<b>\$934,425.92</b>	
Total Marketing Expense	\$33,099.73		\$33,099.73	
Total Employee Costs - RR&T	\$9,171.25		\$9,171.25	
Total Facility Expense	\$43,522.71		\$43,522.71	
Total Professional Fees	\$11,050.62		\$11,050.62	
Vehicle Costs - Non Moving	\$24,970.27		\$24,970.27	
Office and Other	\$45,659.19		\$45,659.19	
Franchise Operating Cost	\$174,206.84		\$174,206.84	
Finance Cost	\$33,182.53		\$33,182.53	
Support Staff	\$237,042.55		\$237,042.55	
Owners Compensation	\$85,166.36		\$85,166.36	
<b>Total Expense</b>	<b>\$697,072.05</b>		<b>\$697,072.05</b>	
<b>Net Ordinary Income</b>	<b>\$237,353.87</b>		<b>\$237,353.87</b>	

<b>BJB Group, LLC dba Two Men and A Truck</b>				
<b>Docket # S-35993</b>				
<b>Pro forma Income Statement For the Year Ended December 2020</b>				
	December 31, 2020 As Filed.	Pro forma Adjustment	December 31, 2020 Pro forma Adjusted	% Revenue Increase
Moving Revenue	\$1,804,846.99	\$180,500.00	\$1,985,346.99	10.00%
Moving Supplies Revenue	\$34,526.23		\$34,526.23	
Ancillary Revenue	\$271,384.74		\$271,384.74	
Discounts & Allowances	(\$24,071.82)		(\$24,071.82)	
<b>Total Income</b>	<b>\$2,086,686.14</b>		<b>\$2,267,186.14</b>	
Cost of Goods Sold	\$41,289.52		\$41,289.52	
Damages & Warranty	\$36,440.39		\$36,440.39	
Direct Labor	\$659,966.37		\$659,966.37	
Truck Expense	\$403,477.02		\$403,477.02	
Other Moving & Storage Expense	\$11,086.92		\$11,086.92	
<b>Total Cost of Goods Sold</b>	<b>\$1,152,260.22</b>		<b>\$1,152,260.22</b>	
<b>Gross Profit</b>	<b>\$934,425.92</b>		<b>\$1,114,925.92</b>	
Total Marketing Expense	\$33,099.73		\$33,099.73	
Total Employee Costs - RR&T	\$9,171.25		\$9,171.25	
Total Facility Expense	\$43,522.71		\$43,522.71	
Total Professional Fees	\$11,050.62		\$11,050.62	
Vehicle Costs - Non Moving	\$24,970.27		\$24,970.27	
Office and Other	\$45,659.19		\$45,659.19	
Franchise Operating Cost	\$174,206.84		\$174,206.84	
Finance Cost	\$33,182.53		\$33,182.53	
Support Staff	\$237,042.55		\$237,042.55	
Owners Compensation	\$85,166.36		\$85,166.36	
<b>Total Expense</b>	<b>\$697,072.05</b>		<b>\$697,072.05</b>	
<b>Net Ordinary Income</b>	<b>\$237,353.87</b>		<b>\$417,853.87</b>	

**LOUISIANA PUBLIC SERVICE COMMISSION**

**DOCKET NO. S-35993**

**BJB GROUP, LLC DBA TWO MEN AND A TRUCK,**

**EX PARTE.**

---

*In re: Application to increase tariff rates for Common Carrier Certificate No. 7915.*

---

**DIRECT TESTIMONY OF PEGGY L. SCHWANDER**

**ON BEHALF OF THE**

**LOUISIANA PUBLIC SERVICE COMMISSION STAFF**

**June 14, 2022**

1 Q. PLEASE STATE YOUR NAME AND BUSINESS ADDRESS.

2 A. My name is Peggy L. Schwander. My business address is the Galvez Building, 12<sup>th</sup> Floor,  
3 602 North 5<sup>th</sup> Street, Baton Rouge, Louisiana 70802.

4

5 Q. WHERE ARE YOU EMPLOYED AND IN WHAT CAPACITY?

6 A. I am employed at the Louisiana Public Service Commission ("LPSC" or the  
7 "Commission") as a Staff Auditor III. My position involves the examination, review,  
8 analysis, and evaluation of accounting records, reports, financial statements, and various  
9 other documents of regulated utilities under the jurisdiction of the LPSC.

10

11 Q. PLEASE PROVIDE YOUR EDUCATIONAL AND PROFESSIONAL  
12 BACKGROUND.

13 A. I graduated from Southeastern Louisiana University with a Bachelor's of Science in  
14 Finance. I have attended and participated in an educational course focused on utility  
15 regulation presented by the National Association of Regulatory Utility Commissioners  
16 (NARUC), including rate school. I have been employed by the Louisiana Public Service  
17 Commission since December 2019.

18

19 Q. HAVE YOU PREVIOUSLY TESTIFIED IN REGULATORY PROCEEDINGS  
20 REGARDING RATE CASES?

21 A. Yes.

22

23 Q. ON WHOSE BEHALF ARE YOU TESTIFYING IN THIS PROCEEDING?

24 A. I am testifying on behalf of Staff.

25

1 **Q. WHAT IS THE PURPOSE OF YOUR TESTIMONY?**

2 A. The purpose of my testimony is to support of the Staff Report and Recommendation  
3 (“Recommendation”) in this matter between Staff and BJB Group, LLC dba Two Men and  
4 a Truck (“BJB” or “Company”) (collectively, “Parties”).  
5

6 **Q. PLEASE PROVIDE A BRIEF OVERVIEW OF THE COMPANY IN TERMS OF  
7 ITS SERVICE TERRITORY AND PREVIOUS RATE INCREASE.**

8 A. The Company is a Household Goods Common Carrier that is located in Lafayette,  
9 Louisiana. The Company’s principal place of business is located at 4000 Cameron Street.  
10 The Company does not have a previous rate increase on file with the LPSC.  
11

12 **Q. WHEN DID THE COMPANY SUBMIT ITS APPLICATION REQUESTING AN  
13 INCREASE IN RATES?**

14 A. The Company filed its application on May 14, 2021.  
15

16 **Q. DID YOU REVIEW AND ANALYZE THE COMPANY’S APPLICATION AND  
17 SUPPORTING DOCUMENTATION?**

18 A. Yes, Staff reviewed the Company’s application and supporting documentation as well as  
19 the Company’s responses to formal and informal data requests issued by Staff.  
20

21 **Q. WHAT DID THE COMPANY REQUEST IN ITS APPLICATION?**

22 A. The Company requested a 30% increase in each move category of rates and extra charges,  
23 and the implantation of a Dump Fee and Lift Gate Fee. BJB charges its customers using a  
24 range for their Local Move (0-30 Mile Radius), Hourly Long Distance (31-90 Mile

1 Radius), and Long Distance (Over 90 Mile Radius). The Company requested a Local Move  
2 increase from a range of \$95-\$130 to a range of \$95-\$169 for an increase of \$0 on the low  
3 end of the range and an increase of \$39.00 on the high end of the range, an Hourly Long  
4 Distance Move increase from \$125-\$175 to a range of \$125-\$227.50 for an increase of \$0  
5 on the low end of the range and \$52.50 on the high end of the range, and a Long Distance  
6 Move increase from \$125-\$200 to a range of \$125-\$260 for an increase of \$0 on the low  
7 end of the range and a \$60 on the high end of the range.

8 The Company also requested an increase in Holiday Services and a decrease of Overnight  
9 in Extra Charges. The Company requested a Holiday Services increase from a flat rate of  
10 \$125 to a range of \$125-\$162.50 for an increase of \$37.50 on the high end of the range,  
11 and an Overnight decrease from a range of \$150-\$300 to a range of \$150-\$165 for an  
12 increase of \$0 on the low end of the range and a decrease of \$135 on the high end of the  
13 range. The Company also requested to implement a Dump Fee range of \$75-100 and a Lift  
14 Gate Fee of \$150. The Company charges each of the aforementioned Extra Charges as a  
15 flat fee.

16  
17 **Q. DID YOU PREPARE A REPORT AND RECOMMENDATION IN THIS**  
18 **MATTER?**

19 **A. Yes, I prepared Staff's Report and Recommendation.**

20  
21 **Q. PLEASE SUMMARIZE YOUR RECOMMENDATION IN STAFF'S REPORT**  
22 **AND RECOMMENDATION.**

1 A. I recommend that the Commission authorize a calculated operating margin ratio (OMR) of  
2 59.94%. This method determines revenue requirements that emphasize the need for cash.  
3 It does not provide for an adequate return on capital invested but provides an adequate  
4 margin of revenues over expenses to allow a reasonable profit while also providing  
5 additional working capital for the Company. Staff historically allows for an ORM range of  
6 15%-25%. The Company requested a 30% increase in each move category of rates and  
7 extra charges, and the implantation of a Dump Fee and Lift Gate Fee; however, Staff  
8 recommends an increase of 10%, which is congruent with General Order dated October 2,  
9 2012.

10 The following are Staff's recommendations: Local Move increase from a range of \$95-  
11 \$130 to a range of \$104.50-\$143.00 for an increase of \$9.50 on the low end of the range  
12 and an increase of \$13.00 on the high end of the range, an Hourly Long Distance Move  
13 increase from \$125-\$175 to a range of \$137.50-\$192.50 for an increase of \$12.50 on the  
14 low end of the range and \$20 on the high end of the range, and a Long Distance Move  
15 increase from \$125-\$200 to a range of \$137.50-\$220 for an increase of \$12.50 on the low  
16 end of the range and a \$20 on the high end of the range.

17 Staff also recommends the following rates for Extra Charges: Holiday Services increase  
18 from a flat rate of \$125 to a range of \$137.50-\$162.50 for an increase of \$12.50 on the low  
19 end of the range and a rate of \$162.50 on the high end of the range for a 18.18% difference  
20 from the low end of the range to the high end of the range, and an Overnight increase from  
21 a range of \$150-\$300 to a range of \$165-\$250 for an increase of \$10 on the low end of the  
22 range and an increase of \$150 on the high end of the range. Staff also recommends to

1           implement a Dump Fee range of \$75-100 and a Lift Gate Fee of \$150. The Company  
2           charges each of the aforementioned Extra Charges as a flat fee.

3

4   **Q.   DID STAFF RECOMMEND THAT THE INCREASE BE APPROVED AS**  
5   **REQUESTED?**

6   **A.   No. BJB's requested 30% increase would produce an r(O&M) exceeding higher than the**  
7   **10% increase that Staff recommends.**

8

9   **Q.   DOES THIS CONCLUDE YOUR TESTIMONY**

10   **A.   Yes, it does.**

**LOUISIANA PUBLIC SERVICE COMMISSION**

**DOCKET NO. S-35993**

**BJB GROUP, LLC dba TWO MEN AND A TRUCK**

**EX PARTE.**

---

***In re: Rate Application for Increase in Tariff Rates for Common Carrier Certificate No. 7915.***


---

**AFFIDAVIT**

**STATE OF LOUISIANA**

**PARISH OF EAST BATON ROUGE**

I, Peggy L. Schwander, Auditor with the Louisiana Public Service Commission, being duly sworn, do hereby state that I have prepared and reviewed the above and foregoing Testimony and that the matters contained therein are true and accurate to the best of my knowledge, information, and belief. I do adopt the same as my sworn testimony in this proceeding.



Peggy L. Schwander  
Auditor  
Louisiana Public Service Commission

Sworn and subscribed to before me this 14<sup>th</sup> day of June 2022.



Tanika L. Starks  
Bar Roll No. 38902  
My Commission Expires at death.

**BEFORE THE  
LOUISIANA PUBLIC SERVICE COMMISSION**

**DOCKET NO. S-35993**

**BJB GROUP, LLC DBA TWO MEN AND A TRUCK,  
EX PARTE**

---

*In re: Application to increase tariff rates for Common Carrier Certificate No. 7915.*

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**UNCONTESTED STIPULATED SETTLEMENT**

BJB Group, LLC dba Two Men and a Truck (“BJB Group” or “the Company”) and Louisiana Public Service Commission (“LPSC” or “Commission”) Staff (“Staff”) hereby agree to enter into this Uncontested Stipulated Settlement (“Stipulated Settlement”) in order to resolve all issues in the above captioned matter. The Parties agree that this settlement is in the public interest, avoids further litigation, is a resolution that is fair, and results in just and reasonable rates. Thus, the Parties agree to present the Stipulated Settlement to the Commission for approval, which is as follows:

1. BJB Group be authorized an increase to their current tariff on file with the Commission of 10% with the addition of two new charges, dump fee and lift gate fee, following completion of the following: (1) the issuance of an Order in this matter; (2) BJB Group filing into the record of this proceeding a new or revised tariff consistent with the Order; and (3) Staff’s review and acceptance of the revised tariff.
2. The recommended rate increase to be applied to BJB Group’s tariff as defined below:

BJB Group, LLC dba Two Men and a Truck Docket # S-35993 Comparison of Present, Requested, and Recommended Rates									
Move Category	Present Rates		Recommended (\$) Rates		Recommended (\$) Increase		Recommended (%)		Pro forma (%) Increase
	Low End of Range	High End of Range	Low End of Range	High End of Range	Low End of Range	High End of Range	Low End of Range	High End of Range	
<b>Local Move (0-30 Mile Radius)</b>									
Hourly Rate	\$95.00	\$143.00	\$104.50	\$157.30	\$9.50	\$14.30	10.00%	10.00%	10.00%
Travel Charge (Flat Rate)	\$50.00	\$137.50	\$55.00	\$151.25	\$5.00	\$13.75	10.00%	10.00%	10.00%
Weekend Hourly Rate and Travel Charge	\$115.00	\$154.00	\$126.50	\$169.40	\$11.50	\$15.40	10.00%	10.00%	10.00%
Extra Man Hourly Rate and Travel	\$35.00	\$55.00	\$38.50	\$60.50	\$3.50	\$5.50	10.00%	10.00%	10.00%
Minimum Hourly Rate	2 Hours		2 Hours						
<b>Hourly Long Distance (31-90 Mile Radius)</b>									
Hourly Rate	\$125.00	\$220.00	\$137.50	\$242.00	\$12.50	\$22.00	10.00%	10.00%	10.00%
Travel Charge	\$125.00	\$192.50	\$137.50	\$211.70	\$12.50	\$19.20	10.00%	9.97%	10.00%
Weekend Hourly Rate and Travel Charge	\$115.00	\$192.50	\$126.50	\$211.70	\$11.50	\$19.20	10.00%	9.97%	10.00%
Extra Man Hourly Rate and Travel	\$35.00	\$55.00	\$38.50	\$60.50	\$3.50	\$5.50	10.00%	10.00%	10.00%
Minimum Hourly Rate	3-5 Hours		3-5 Hours						
<b>Long Distance (Over 90 Mile Radius)</b>									
Hourly Rate	\$125.00	\$220.00	\$137.50	\$242.00	\$12.50	\$22.00	10.00%	10.00%	10.00%
<b>Extra Charges</b>									
Holiday Services (Additional Flat Rate)	\$137.50	\$137.50	\$151.25	\$151.20	\$13.75	\$13.70	10.00%	9.96%	10.00%
Overnight (Flat Fee per Truck)	\$165.00	\$165.00	\$181.49	\$181.50	\$16.49	\$16.50	9.99%	10.00%	10.00%
Valuation	Market Rate		Market Rate						
Dump Fee (Flat Fee)			\$75.00	\$100.00	\$75.00	\$100.00			
Lift Gate (Flat Fee)				\$150.00		\$150.00			

3. All tariff language including general tariff rules, regulations, definitions and local hourly long-distance rules, regulations, and definitions as prescribed in BJB Group's current tariff dated June 16, 2022 shall remain effective;
4. BJB Group be ordered to continue its compliance with applicable LPSC rules, regulations, and orders;
5. BJB Group be ordered to file into the record of this proceeding, along with a copy to the Commission's Transportation Division, a new or revised tariff reflecting the Commission's action, within thirty (30) days of issuance of an Order in this proceeding and;
6. Upon satisfaction of the above-described conditions and approval of the same by Staff, the approved rates are deemed effective. Any newly approved rates charged to customers prior to satisfying the above-stated conditions shall be considered a direct violation of this rate proceeding and subject to refund with interest.



**Gordon D. Polozola**

Kean Miller LLP

400 Convention Street, Suite 700

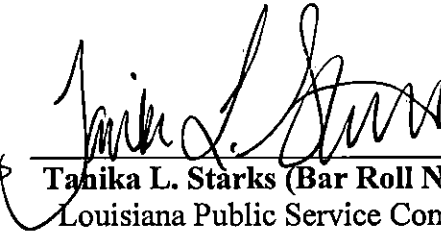
Post Office Box 3513 70821

Baton Rouge, Louisiana 70802

Ph. (225) 389-3729

Counsel for BJB Group, LLC

dba Two Men & a Truck



**Tanika L. Starks (Bar Roll No. 38902)**

Louisiana Public Service Commission

602 North Fifth Street, Galvez Bldg., 11th Fl.

Baton Rouge, Louisiana 70802

Ph. (225) 219-9411

Counsel for LPSC Staff

# TARIFF CHARGES FOR BJB GROUP LLC

## TWO MEN AND A TRUCK

4000 JOHNSTON STREET

LAFAYETTE, LOUSIANNNA 70503

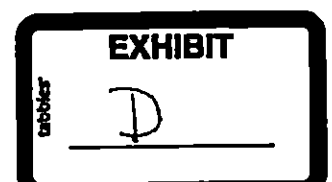
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LA PUBLIC SERVICE  
COMMISSION

RULES, REGULATIONS, RATES AND CHARGES FOR  
LOCAL, Hourly LD, AND Authority SERVICES

EFFECTIVE June 16, 2022

(Supersedes November 12, 2014)\*

\*10% Rate Increase Approval per Section II of General Order dated October 2, 2012



## **General Tariff Rules, Regulations, and Definitions**

This Tariff is governed, except as otherwise provided herein, by the following described Tariffs, and by supplements or loose-leaf page amendments thereto or successive issues hereof.

BJB GROUP LLC d/b/a TWO MEN AND A TRUCK shall hereafter be designated as "Carrier" and its customer(s) shall hereafter be referred to as "Shipper".

This Tariff is applicable to three different charges: Local, Hourly LD, and Long Distance. These charges are based on 2 men and 1 truck.

The carrier may request a deposit prior to the move to save the shippers move date. Full payment is due after the completion of the move.

Also, the carrier understands that any increase in charges or rates must be approved first by the Louisiana Public Service Commission. The carrier may require collecting half of the move before the move and the rest on the bill when the move is completed. The carrier only accepts cash, credit cards, checks or a certified check on moves. The carrier does not extend credit to shippers.

Mileage shall be determined by the carrier according to the Louisiana Highway Map, MapQuest, Bing, etc.

Copies of this tariff shall be and are available upon request, via mail, fax, or email, free of charge. Additionally, a copy of this Tariff may be viewed in person at the office of the carrier.

## **Local & Hourly LD Rules, Regulations and Definitions**

The same rates apply for packing. Boxes and packing supplies will be separate charge.

For hourly charges clock will start when we arrive at the shipper's first location and end when we get finished at the final destination.

Under special circumstances binding estimates or flat fees will be provided on moves upon the shipper's request. The required paperwork will be signed by both parties so both the carrier and the shipper understand and agrees with the scope of work and the charges

In the event the customer needs additional trucks and crews (2 men) the travel charge and hourly rates will double, triple, etc. Travel Charges are defined as: The guys' labor to and from the job site, insurance, and fuel to and from the jobsite.

### **Local Moves**

#### **0-30 Mile Radius**

- | Travel \$50.00 - \$137.50 (Flat Rate)
- | Hourly Rate \$95.00 - \$143.00
- | Weekend Hourly Rate & Travel \$115.00-\$154.00
- Minimum Hourly Rate: 2 Hours
- | Extra Man Hourly Rate & Travel: \$35.00-\$55.00

### **Hourly LD Moves**

#### **31-90 Mile Radius**

- | Travel Charge: \$125.00-\$220.00(Flat Fee)
- | Hourly Rate: \$125.00-\$192.50
- | Weekend Rate & Travel: \$115.00-\$192.50
- Minimum Hourly Rate 3-5 Hours
- | Extra Man Hourly Rate & Travel: \$35.00-\$55.00

\*Prices may vary within the above specified ranges based on written agreement with customers, customer's history, and specific defined details of the move

## Long Distance Moves

### Over 90 Mile Radius

Typically, we will provide a binding estimate which is agreed on by the shipper and Carrier.

In the event the carrier chooses to do an hourly the following rates will apply:

I The rate of \$125.00-\$220.00 will start when we leave the office and end when we return to the carrier's office.

The firm binding estimate by the carrier will be in writing to the shipper and signed by both parties. The firm binding estimate is what the carrier must charge the shipper unless the shipper deviates from the service. The firm, binding estimate must accurately describe the shipment, its origination and the destination, and the scope of services to be provided. The shipper will receive a signed copy before the commencement of services.

If the shipper fails to inform or misleads the carrier on the amount of goods or services of work, the carrier has the option to decline the estimate. The carrier will work closely with the shipper to prevent these situations because this is a crucial element of a successful move. If the shipper request additional services after the household goods are in transit, the carrier must inform the shipper of the additional charges that will be billed. The carrier must bill for the payment of the balance of any remaining charges for additional services no sooner than thirty days after the date of delivery.

### **Extra Charges:**

I	Holiday Services	\$137.50 (Additional Flat Rate)
I	Overnight	\$165.00 (Flat Fee) per truck
	Valuation	Market Rates

I In the event that diesel prices get above \$4.25 per gallon, the carrier holds the right to access up to but not to exceed a \$82.50 service charge.

Overnight rates are defined as: when the customer needs to store their goods on the truck overnight until the next day.

Holiday Services are defined as: Any Federal Recognized Holiday.

**LOUISIANA PUBLIC SERVICE COMMISSION**

**DOCKET NO. S-35993**

**BJB GROUP, LLC DBA TWO MEN AND A TRUCK,**

**EX PARTE.**

---

*In re: Application to increase tariff rates for Common Carrier Certificate No. 7915*

---

**TESTIMONY OF THOMAS BROADY**

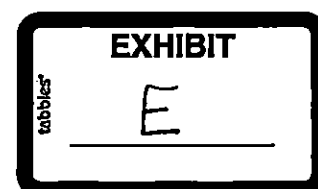
**IN SUPPORT OF THE**

**UNCONTESTED STIPULATED SETTLEMENT**

**ON BEHALF OF THE**

**LOUISIANA PUBLIC SERVICE COMMISSION**

**OCTOBER 6, 2022**



1 **Q. PLEASE STATE YOUR NAME AND BUSINESS ADDRESS.**

2 A. My name is Thomas Broady. My business address is the Galvez Building, 12<sup>th</sup> Floor, 602  
3 North 5<sup>th</sup> Street, Baton Rouge, Louisiana, 70802.

4  
5 **Q. ON WHOSE BEHALF ARE YOU TESTIFYING IN THIS PROCEEDING?**

6 A. I am testifying on behalf of the Louisiana Public Service Commission ("LPSC" or the  
7 "Commission") Staff ("Staff").

8  
9 **Q. DID YOU FILE DIRECT TESTIMONY DATED JUNE 14, 2022, IN THIS  
10 DOCKET?**

11 A. No. That direct testimony was filed under my direct supervision by Staff Auditor Peggy  
12 Schwander.

13  
14 **Q. DID YOU ASSIST IN THE PREPARATION OF THE AUDIT MEMORANDUM  
15 THAT WAS ATTACHED TO PEGGY'S DIRECT TESTIMONY?**

16 A. Yes, I did.

17  
18 **Q. WHAT IS THE PURPOSE OF YOUR TESTIMONY TODAY?**

19 A. The purpose of my testimony is to support the Uncontested Stipulated Settlement  
20 ("Settlement") between Staff and BJB Group, LLC dba Two Men and a Truck ("BJB" or  
21 the "Company"). My testimony is not intended to modify the terms of the Settlement  
22 between Staff and BJB.

23  
24 **Q. WHAT IS THE SUBJECT OF THE SETTLEMENT?**

25 A. The subject of the Settlement is the consensual resolution of all issues in this docket related  
26 to BJB's request to increase tariff rates associated with Common Carrier Certificate No.  
27 7915. The Settlement allows for an additional increase of 10% from the approved 10%  
28 increase Staff's approval granted on June 27, 2022.

29  
30 **Q. PLEASE GIVE A BRIEF SUMMARY OF THE COMPANY'S REQUEST?**

1 A. BJB requested authorization to increase its tariffed rates for its Local Moves (0-30 mile  
2 radius), Hourly Long-Distance Moves (31-90 mile radius), and Long Distance Moves  
3 (Over 90 mile radius) as well as implementing additional charges for flat fees for holiday  
4 services, overnight services, dump fees, and lift gate fees. The Company's request was  
5 significantly above the 10% increase allowed under Commission General Order dated  
6 October 2, 2012, and therefore was assigned for review by the Audit Division. The  
7 Company's requested rates were approximately a 30% increase from its current rates at the  
8 time of filing.

9  
10 **Q. PLEASE PROVIDE A HIGH-LEVEL OVERVIEW OF AUDIT STAFF'S**  
11 **RECOMMENDATION REGARDING THE BJB'S REQUEST FOR AN**  
12 **INCREASE IN ITS TARIFFED RATES.**

13 A. Audit Staff recommended that the Company be allowed to increase its rates for no more  
14 than 10% as allowed by General Order dated October 2, 2012. Audit Staff found no  
15 financial reasoning to allow BJB to increase its rates past what is allowed by the General  
16 Order due to a significantly high operating margin ratio earned by the Company. Staff's  
17 recommendation allowed for an increase in the tariffed rates of 10% as well as establishing  
18 flat fees for holiday services, dump fees, and lift gate fees.

19  
20 **Q. DID THE COMPANY FILE A RESPONSE TO STAFF'S RECOMMENDATION?**

21 A. Yes. On June 16, 2022 BJB filed a response requesting a 10% immediate increase in its  
22 rates as allowed by the October 2, 2012 General Order as well as for the parties to enter  
23 into negotiations regarding any further rate increases in excess of the requested 10%.

24  
25 **Q. DID YOU REVIEW THE COMPANY'S FILING?**

26 A. Yes. I reviewed the Company's filing and ultimately agreed with it, as it merely made  
27 allowed them to increase the rates subject to an established General Order that outlines a  
28 procedure for Common Carrier rate increases of 10% every three years and Staff was  
29 amicable to working with the Company to come to a settlement.

1 Q. HAVE THE COMPANY AND STAFF REACHED A STIPULATED  
2 SETTLEMENT?

3 A. Yes.  
4

5 Q. DOES THE STIPULATED SETTLEMENT INCORPORATE STAFF'S  
6 RECOMMENDATION?

7 A. Partially. The settlement allows the company to increase its tariffed rates by an additional  
8 10%. Staff and the Company recognize that the Company failed to timely file for a rate  
9 increase per the October 2, 2012 General Order which negatively affected the Company's  
10 ability to increase its rates over time. Instead of the Company seeing a 10% increase in its  
11 rates three years ago and an additional 10% increase in its rates now, it has only been able  
12 to increase its rates by 10% as a whole. The Settlement allows the Company to increase its  
13 rates as if it hadn't missed the timing for filing for increases as allowed by the October 2,  
14 2012 General Order.  
15

16 Q. DO YOU SUPPORT THE STIPULATED SETTLEMENT AND BELIEVE THAT  
17 IT IS FAIR, REASONABLE, AND IN THE PUBLIC INTEREST?

18 A. Yes. The Stipulated Settlement allows the Company to further increase its rates as would  
19 have been allowed by the October 2, 2012 General Order and puts the Company's rates  
20 more inline with its competitors.  
21

22 Q. DO YOU RECOMMEND THAT THIS SETTLEMENT BE APPROVED BY THE  
23 COMMISSION?

24 A. Yes.  
25

26 Q. DOES THIS CONCLUDE YOUR TESTIMONY?

27 A. Yes, it does.

LOUISIANA PUBLIC SERVICE COMMISSION

DOCKET NO. S-35993

BJB GROUP, LLC DBA TWO MEN AND A TRUCK, EX PARTE.

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*In re: Application to increase tariff rates for Common Carrier Certificate No. 7915*

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AFFIDAVIT

STATE OF LOUISIANA


PARISH OF EAST BATON ROUGE

I, Thomas Broady, Audit Supervisor with the Louisiana Public Service Commission, being duly sworn, do hereby state that I have prepared and reviewed the above and foregoing Testimony and that the matters contained therein are true and accurate to the best of my knowledge, information, and belief. I do adopt the same as my sworn testimony in this proceeding.

Thomas Broady  
Printed Name of Affiant

  
Signature of Affiant

SWORN TO AND SUBSCRIBED BEFORE ME on this 6th day of October, 2022.

  
NOTARY PUBLIC  
Arvind Viswanathan  
Notary Public ID# 142990  
My Commission is for Life

**Service List for S-35993  
as of 10/7/2022**

**Commissioner(s)**

Craig Greene

Lambert C. Boissiere, III.

**LPSC Staff Counsel**

Tanika Starks, LPSC Staff Attorney

**LPSC Staff**

Peggy Schwander, LPSC Auditing Division

Tammy Burl, LPSC Transportation Division

**Applicant :**

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