Decision No. _80915

ORIGINAL

BEFORE THE PUBLIC UTILITIES COMMISSION OF THE STATE OF CALIFORNIA

In the Matter of the Application of
A. R. HOEHL, an Individual, Doing
Business As FURNITURE TRANSPORT COMPANY,)
for a certificate of public convenience)
and necessity to operate as a highway
common carrier for the transportation
of property in intrastate commerce.

Application No. 52576 (Filed April 23, 1971)

E. H. Criffiths, for applicant.

Donald Murchison, Attorney at Law, for Driskell Trucking,
Inc., K,K,W. Trucking, Inc. and Nikkola Express;
and Carl H. Fritzie, Attorney at Law, for Lads
Furniture Freight, Inc.; protestants.

<u>OPINION</u>

A. R. Hoehl, doing business as Furniture Transport Company, requests a certificate of public convenience and necessity authorizing operations as a highway common carrier for the transportation of blanket-wrapped and crated new furniture, new store and office furniture and fixtures, and related uncrated and crated articles, from furniture manufacturers, dealers, and brokers, between all points in an area from Santa Rosa and Marysville, on the north, to the California-Mexican border, on the south.

Public hearings were held before Examiner Daly at San Francisco and Los Angeles with the matter being submitted on June 14, 1972, upon the receipt of concurrent briefs, which were filed on November 6, 1972.

Applicant is presently providing service for the transportation of said commodities pursuant to a radial highway common carrier permit, a highway contract carrier permit, and a household

Applicant's brief contained a motion to reopen the proceeding for the purpose of showing that applicant assessed lawful rates in the shipments set forth in Exhibit 1. Those rates are not an issue in this proceeding and the motion will therefore be denied.

goods carrier permit. Applicant owns and operates 32 units of equipment including specially designed high-cube vans with drop frames mounted on air-ride spring suspension to reduce road bounce. Each van is equipped with 24 dozen furniture pads and with cloth strapping to protectively wrap and secure a load.

Applicant owns and operates terminal, warehouse and office facilities at Los Angeles as well as office facilities at San Jose. As of September 30, 1971, applicant indicated a net worth in the amount of \$130,664.

Applicant testified that he commenced operations as a permitted carrier in 1966, and has continuously provided the specialized type of service as herein proposed; that the number of shippers requiring his service and the frequency of movements between various points has increased to such an extent over the past five years that he has found it necessary to use subhaulers; that he now finds himself in a position where he can no longer meet the growing need for his service without running the risk of serving beyond the lawful limits of his permitted authority; that the proposed area has experienced a marked growth in population and industrial development; and that there is a substantial need for his service as a highway common carrier.

According to applicant, the proposed service requires specialized equipment and experienced personnel. It is primarily a northbound movement designed to accommodate the shipping needs and requirements of the state's furniture manufacturing industry, which, for the most part, is located in the Los Angeles area. Although furniture manufacturers ship furniture in cartons via general commodity common carriers, seventy percent of the shipments within the state are transported blanket-wrapped, which minimizes damage in transit. This method also permits the consignee to examine the furniture upon delivery and eliminates hidden damage. An added feature of the blanket-wrapped method of transportation is the set-in-place service, for which an accessorial

charge must be made, and upon which applicant heavily relies as an essential part of his proposed service. To a great extent the set-in-place service is required in the furnishing of new hotels, motels, and office buildings and is frequently done on weekends. To accommodate this need, applicant proposes a Saturday, Sunday, and holiday service.

Exhibits 1 and 2 were introduced by applicant to demonstrate the extent of his past permitted operations. They include a description of each shipment transported, including the points of origin and destination served for the months of January, July, and November for the years 1968 through 1970, as well as the months of January and July of 1971. The exhibits indicate that applicant operated extensively throughout the proposed area serving as many as 52 shippers in January of 1968 to 128 shippers in January of 1971. The shipments ranged in weight from a minimum of 100 pounds to 10,000 pounds and over.

Applicant introduced the testimony of 22 public witnesses. Fifteen testified in San Francisco and seven testified in Los Angeles. It was stipulated that, if called, the testimony of eighteen additional witnesses, representing companies located in the Los Angeles

area, would have been substantially the same as the testimony given by the witnesses who testified in Los Angeles. $^{2/}$

2/ Names and addresses of stipulated witnesses:

Clifford Stasack Galleon Tables, Inc. 3410 So. La Cienaga Los Angeles, CA

Evertt Frank Jeff Steele, Inc. 1235 S. Olive Street Los Angeles, CA

Phil McGowan
Electronics Enclosures
225 S. Aviation Blvd.
El Segundo, CA

Bernie Procrass Park Furniture 1027 South Western Los Angeles, CA

Mr. Antesta Antesta Enterprizes 2000 N. Spring Street Los Angeles, CA

Ralph Ortiz
Gillespie Furniture
3001 E. Pico Street
Los Angeles, CA

Bill Hestla Fotres Mfg. Co. 15531 E. Arrow Highway Irwindale, CA

David Sanchez Commercial Chair Co. 5000.E. Valley Blvd. Los Angeles, CA

Tom Murphy
California Design Forum
Generation Designs, Inc.
1635 N. Spring Street
Los Angeles, CA

Hy Wisotsky Van Dyer Witt Furniture 1711 N. Spring Street Los Angeles, CA

Mrs. Pat Garrett Sheffield Chari Manufacturing Co. 5730 Duarte Avenue Vernon, CA

Art Butler Nova of California 1816 W. 135th Street Gardena, CA

Jim Seneran Schaffer Bros. Mfg. 1123 McCadden Street Los Angeles, CA

Ken Tillman
West Coast Industries
707 E. 7th Street
Los Angeles, CA

Morris Shortt Hal David Co. 3374 E. Olympia Blvd. Los Angeles, CA

Mrs. Jerry Calzia Millcraft Mfg. Co. 2040 E. 48th Street Vernon, CA

Saul Ramer Shelby Williams 2940 E. Olympia Blvd. Los Angeles, CA

Bob Tong Hollywood Furniture Mfg. Co. 1780 W. Artesian Blvd. Gardena, CA The public witness testimony is summarized as follows:

1. Max N. Bailey - Redwood City.

General Manager of Sequoia Mill.

Manufactures kitchen cabinets; uses van equipment on shipments moving in the area from Santa Rosa, on the north, to Salinas on the south; has used applicant on shipments south of Salinas to such points as Santa Barbara and Los Angeles; requires a carrier that will take both cartoned and blanket-wrapped shipments; has had difficulty finding a carrier that will handle a combined shipment of cartoned and blanket-wrapped commodities moving to the same customer; 15 percent of his shipments require such service; had a large job in San Luis Obispo and called Lads (Lads Furniture Freight, Inc.), but Lads was too busy to pick up.

2. George E. Waiezes - San Leandro.

Foreman for Mosler-Harbor Division of American Standard. Manufactures steel office furniture; has cartoned and blanket-wrapped shipments ranging from 200 pounds to truckload; used applicant for past few years on shipments destined for points in Southern California; applicant will load at any hour, night or day; during the summer has shipments to universities and institutions which have to be set-in-place; applicant's service has been excellent and his drivers are cooperative and courteous; uses general commodity carriers on cartoned shipments, but uses applicant on mixed cartoned and blanket-wrapped shipments.

3. Arthur L. Fitzgerald - San Francisco.

Unit-Bilt Store Equipment, Inc.
Manufactures show cases; ships both cartoned and blanketwrapped; has approximately seven contract jobs a year
involving many shipments to job sites; uses applicant
on the average of two contract jobs; shipments range
from a minimum of 150 pounds to truckload; usually
gives a carrier 3 days' notice before pickup in order to
meet scheduled deadlines; has experienced difficulties
with other carriers getting shipments to a job site on
time; applicant has been able to meet the deadlines.

4. Jack Miller - Los Angeles.

R. L. Sinclair Associates.

Manufacturer's representative of office furniture which is manufactured in the Los Angeles area and shipped from Los Angeles to points north of Fresno to and including the San Francisco Bay Area and Sacramento; represents Mill Craft Furniture Co; selects the carrier 80 percent of the time; ships blanket-wrapped only; shipments range in weight from 200 pounds to 3,000 pounds; has used applicant for past two years and the service is satisfactory; applicant's San Jose office makes it convenient to check on shipments.

5. Westly C. Overly - Oakland.

Vice-president-General Manager of Hayes Manufacturing Company.

Manufacturers of upholstered furniture; has used applicant for past five years on shipments moving on the average of three times a week to such points as Fresno, Bakers-field, Santa Barbara, Ojai, Los Angeles, Redondo Beach, Compton, Santa Ana, Fullerton, Anaheim and San Diego; applicant's service satisfactory; has had occasion to use Safe Transportation Co. and Lads; has to take shipments to Lad's dock; applicant will pick up.

6. Ronald M. Tcheir - Fremont.

Representative for Hiebert Manufacturing (located in Torrance) and Kruger (located in Green Bay, Wisconsin). Hiebert manufacturers wood desks, case goods, upholstered chairs; Kruger manufactures folding tables, folding chairs, and pedestal tables; Kruger shipments are stored in Oakland from whence distribution is made; is concerned only with the Hiebert shipments moving to points north of Fresno and Monterey; requires a blanket-wrapped service on daily shipments; has used applicant for four years and the service is satisfactory.

7. Robert L. Palmer - Santa Clara.

H. S. Crocker Co.
Office supplies and equipment; has stores in San Francisco, San Leandro, Sacramento, Fresno, and Santa Clara; handles all of the warehousing and transportation of office equipment for all of the branch stores; ships to customers in every city in northern California, ships blanket-wrapped and cartoned and frequently has both in same shipment; shipments range from 100 pounds to 27,000 pounds; has used applicant for 2½ years; most of the shipments originate in the Los Angeles area;

occasionally requires service on weekends and holidays; has an increasing need for a set-in-place service, which requires a special skill in handling so that damage is minimized; about 50 percent of the shipments must be set-in-place.

8. H. Robert Dulik - Redwood City.

Hak-Mil Products.
Manufactures restaurant equipment and fixtures; ships primarily blanket-wrapped to such points as Los Angeles, San Diego, Fresno, Kings City, Modesto, Fresno, Bakersfield, Paso Robles, and San Luis Obispo; shipments range from 500 pounds to 3,000 pounds; has used applicant for past 3 years and the service is satisfactory; has used Lads but has had difficulty contacting Lads because its terminal is in Los Angeles.

9. Ralph Beddo - Santa Clara.

Santa Clara Office Equipment.

Shipments originate with manufacturers located in Los Angeles, City of Industry, and Torrance; shipments are either cartoned (for which general freight carriers are used) or blanket-wrapped; they are never mixed; shipments are received daily and range in weight from 100 pounds to 500 pounds; has used applicant and finds the service satisfactory, particularly because of the local San Jose office.

10. <u>Jack D. Geisler - San Jose</u>.

Western Contract Furnishers.
Interior decorator - office furnishings; has contract jobs in the Bay Area and south as far as Monterey; shipments originate in Los Angeles and are blanket-wrapped; range from 200 pounds to truckload; occasionally requires service on Saturdays, Sundays, holidays, and after hours; when there is a transfer from one business location to another it is convenient to make the transfer on weekends; some carriers will set-in-place, others will not; prefers to make a marked layout plan and have the furniture -set-in-place; furniture highly susceptible to damage; has very few claims with applicant; has used K,K,W. (K,K,W. Trucking, Inc.), Driskell (Driskell Trucking, Inc.), and Lads; but was not satisfied because of damage and delays.

11. Kenneth A. Young - San Jose.

General Manager of Young & Associates. Shipments of office furniture originate in Los Angeles and are delivered to a San Jose warehouse from whence distribution is made to points in an area from San Carlos, on the north, to Monterey, on the south; also has occasion to ship directly from Los Angeles to a job site; ships both cartoned and blanket-wrapped; prefers blanket-wrapped because of the concealed damage associated with cartoned shipments; shipments are received daily and range from 100 pounds to 3,000 pounds; has used applicant for past five years and finds the service satisfactory; has used Driskell, but found that the service was slow-

12. Albert L. Henry - Oakland.

Warehouse Manager for Beier & Gunderson - office furnishings. Receives shipments from Torrance, City of Industry, and Los Angeles; require a blanket-wrapped service; shipments range from 20 pounds to 4,000 pounds; receives from 8 to 15 shipments a month; although all of the existing services are satisfactory, he finds it a convenience to use applicant's service because the office is in San Jose, and it is easy to check on shipments; has experienced occasional delays with Lads, K,K,W., and Driskell.

13. <u>Donald Besecker - San Francisco</u>.

Salesman - David Ludwig Company.

Manufacturer's representative; handles restaurant equipment, heavy duty dishwashers, and bar furnishings; shipments originate in Los Angeles and move to Bay Area points as well as to Santa Rosa, Sacramento, and Marysville; ships both blanket-wrapped and cartoned; shipments range from 500 pounds to 1,000 pounds; ships about once a month; require service on Saturdays, Sundays, and holidays; has used applicant for five years.

14. Eugene W. Anderson - Palo Alto.

Manager of Palo Alto Office Equipment, Incorporated.

Operates stores in San Jose, Sunnyvale, Palo Alto,
Redwood City, San Francisco, and Hayward; testified only
on behalf of Palo Alto store, which warehouses for all
of the stores; has used applicant for la years; shipments
originate in the Los Angeles area and are blanket-wrapped;
occasionally requires a Saturday service; shipments range
from 200 pounds to truckload; prefers applicant's service
because it is personalized; applicant's driver will call

along the way and tell when the delivery will be made; has not used Lads, K,K,W., nor Driskell in the past year; Lads held a shipment one week in San Francisco, sent it back to Los Angeles and eventually delivered it to Palo Alto.

15. Robert H. Standley - Oakland.

Western Contract Furnishers.
Does contract work for the installation of furnishings for offices, hotels, and motels; although the Company has stores in Los Angeles, San Jose, San Francisco, Oakland, and Sacramento testified only on behalf of the Oakland store; receives shipments from Los Angeles both cartoned and blanket-wrapped, but does not mix the shipments; Oakland store also covers the Fresno area; occasionally has a need for service on Saturday, Sunday, and holidays; also requires that certain shipments be set-in-place; has used K,K,W., Lads, and Driskell in the past; on occasions Lads was late making deliveries.

16. William Warren Powell - Los Angeles.

Sales Manager of Anderson Desk Manufacturing Co.
Manufactures office desks; ships to such points as Bakersfield, Fresno, Madera, Modesto, Stockton, Lodi, Sacramento,
San Diego; ships blanket-wrapped and cartoned, but on
the cartoned shipments uses FMT, System 99, Alltrans,
and CME; for the past three years has used applicant
on the blanket-wrapped shipments and finds the service
satisfactory.

17. Anthony Richard Benedetti - Los Angeles.

President of Benedetti Corporation.

Manufactures office furniture; ships blanket-wrapped to San Diego, Crange County, and Bay Area points; does not pay the freight charges and customers select the carrier 95 percent of the time; has used applicant for the past six years on the shipments that he designates the carrier; requires a set-in-place service.

18. James R. Caruso - San Leandro.

Sales Manager of Mosler-Harbor Divsion of Mosler. The witness merely supplemented the testimony given by Mr. George E. Waiezes, who testified in San Francisco.

19. Thomas Morgan Bohnett - Los Angeles.

President of Medford Manufacturing Company.
Manufactures hotel and motel furniture and a small line
of office equipment; ships to San Diego, San Joaquin Valley

points, Santa Berbara, and San Jose; ships to job sites; has used applicant for past six months on small shipments; has used Driskell, K.K.W., Lads, and Bekins; K.K.W. does a good job on big shipments, but is not interested in the smaller shipments; K.K.W. refused to pick up a shipment consisting of one item.

20. Gary Samuel Platt - Santa Monica.

Sales Manager of L & B Manufacturing.

Manufactures commercial seating, primarily restaurant
seating, and some office furniture; ships to San Francisco,
Oakland, Sacramento; shipments range from 100 pounds to
20,000 pounds; ships daily and designates the carrier
on 80 percent of the shipments; the majority of the
shipments are cartoned, only restaurant booths are
shipped blanket-wrapped; has used applicant for the past
five years on shipments moving twice a month to the
Bay Area.

21. Richard L. Sinclair - Los Angeles.

R. L. Sinclair Associates, Inc., is also vice-president of Mill-Craft Furniture.
R. L. Sinclair is a sales representative for Commercial Chair Company. Mill-Craft Furniture manufactures wooden desks, bookcases, and files; ships blanket-wrapped throughout the state on a daily basis; dealers pay the freight and specify the carrier on 80 percent of the shipments; has used applicant for several years and finds the service satisfactory.

22. Richard Myers - Los Angeles.

Shipping Foremen of Enkeboll Company.
Manufactures home furniture; ships blanket-wrapped; has used applicant for two years; ships to the Bay Area and selects the carrier 95 percent of the time; has used applicant and finds the service very satisfactory.

Protestants introduced operating witnesses who testified as to their existing certificated operations.

Lads Furniture Freight, Inc.

Lads is authorized to transport new household, office and store furniture, and fixtures and appliances in intrastate, interstate, and foreign commerce between points in the Los Angeles Easin Area, on the one hand, and, on the other hand, points and places in the general area from Santa Rosa and Redding, on the north, to San Diego

and Calexico, on the south. Lads maintains terminals in Los Angeles and Oakland. It owns and operates 121 units of equipment including many high volume vans. Lads operates 25 primary routes throughout the state serving approximately 419 furniture manufacturers. Because the vast majority of the manufacturers are located in the Los Angeles area, most of the routes originate there. The manufacturers, for the most part, use their own equipment to deliver to the cerrier's terminal, and thereby eliminate the pickup charge. Lad's warehouse is an integral part of the operation when used for the purpose of storing small shipments and consolidating them for a truckload movement. Although the consolidation of small shipments may result in delays it assertedly permits the carrier to provide small stores with a needed service on an economic basis. Lads provides a set-in-place service, but it represents less than 3 percent of its total volume. Lads service is primarily between the manufacturers and the retail stores. Upon delivery to retail stores the shipments are accepted by the receiving clerks and there is no need for them to be set-in-place-

K.K.W. Trucking. Inc.

K,K,W. is certificated to transport uncrated new furniture and related items between points in the Los Angeles area, on the one hand, and, on the other hand, points in the general areas from Santa Rosa and Central Valley, on the north, and San Diego, on the south. It maintains a terminal in Los Angeles and owns and operates 14 tractors and 24 high-cube trailers. K,K,W.'s operations are similar to Lads. Approximately 95 percent of the manufacturers deliver their shipments to the carrier's dock and thereby save the pickup charge. Only 15 percent of K,K,W.'s traffic moves southbound. The primary service is northbound from the manufacturers to retail stores throughout the state. K,K,W. is presently operating at 70 percent of capacity. About 15 percent of its total traffic is destined to motels, hotels, and office buildings and must be

set-in-place. Like Lads, K, K, W. is of the opinion that a further dilution of traffic would increase operating costs and result in higher rates.

Driskell Trucking, Inc.

Driskell is certificated to transport new furniture and appliances between the San Francisco Territory and the Los Angeles Territory. It owns and operates 26 units of equipment and has a terminal in Los Angeles. The operations of Driskell are essentially the same as Lads and K,K,W., i.e., primarily a northbound movement from the manufacturers to retail stores. Approximately 20 percent of total traffic must be set-in-place. According to the operating witness for Driskell set-in-place service is performed mostly by small carriers and is seldom performed by the larger carriers. Driskell is presently operating at 80 percent of capacity and could handle additional traffic.

Protestants argue that applicant has failed to establish a need for his service. They contend that the public witness testimony fails to show any inadequacies in the existing services. To the contrary they believe that the evidence taken directly from applicant's own freight bills (Exhibit 1) and as introduced by them in Exhibit 18 indicates that applicant's time in transit is not overnight and varies from one to 48 days.

In response, applicant argues that Exhibit 1 was not offered to show transit time and that there is no way to determine transit time from the bill of lading date and the freight bill date, because the bill of lading date does not necessarily correspond with the date the shipment was actually picked up.

Protestants further argue that applicant's present operations are those of a permitted carrier designed to meet the special needs of certain consignees and are not capable of meeting the needs of the shipping public at large. They further argue that to the extent applicant has attempted to provide a regularly scheduled service between fixed termini there is sufficient reason for denying the application.

- 6. Although the manufacturers ordinarily designate the carrier to be used they will honor customer requests for a specific carrier. A number of applicant's customers located in the San Francisco Bay Area have designated applicant. These customers are engaged in the contract furnishing of hotels and motels which require a transportation service coordinated to a strict delivery schedule and in some instances with the furniture being set-in-place in accordance with prearranged markings.
- 7. A good portion of applicant's service is the transportation of office furniture which is manufactured in plants located throughout the San Francisco Bay Area. In many instances these shipments are destined directly to office buildings and must be set-in-place. Such service is frequently performed on weekends and holidays.
- 8. Protestants are providing an adequate and satisfactory service for the manufacturers located in the Los Angeles area. Since most of the shipments are destined to retail stores, there is little demand upon them for a set-in-place service.
- 9. As a smaller carrier applicant is better able to personalize his service to meet the individual needs of consignees engaged in the furnishings of hotels, motels, and office buildings. Although this type of service is more often performed by a permitted carrier it need not be so limited.
- 10. The type of operation as conducted by applicant is not directly competitive with those of protestants.
- II. The record indicates a need for applicant's service, but not to the extent requested. Authority to serve between the San Francisco and Los Angeles territories, and between points within those territories on the one hand, and Bakersfield, Fresno, Modesto, Sacramento, and Salinas, on the other hand, would substantially encompass applicant's operations as presently conducted and as supported by the public witness testimony.

12. Public convenience and necessity require applicant's service as a highway common carrier to the extent set forth in the ensuing

Applicant is hereby placed on notice that operative rights, as such, do not constitute a class of property which may be capitalized or used as an element of value in rate fixing for any amount of money in excess of that originally paid to the State as the consideration for the grant of such rights. Aside from their purely permissive aspect, these rights extend to the holder a full or partial monopoly of a class of business. This monopoly feature may be modified or canceled at any time by the State, which is not in any respect limited as to the number of rights which may be given.

ORDER

IT IS ORDERED that:

- 1. A certificate of public convenience and necessity is granted to A. R. Hoenl, authorizing him to operate as a highway common carrier, as defined in Section 213 of the Public Utilities Code, between the points particularly set forth in Appendix A attached hereto and made a part hereof.
- In providing service pursuant to the certificate herein granted, applicant shall comply with and observe the following service regulations. Failure so to do may result in a cancellation of the operating authority granted by this decision.
 - (a) Within thirty days after the effective date hereof, applicant shall file a written acceptance of the certificate herein granted. Applicant is placed on notice that, if he accepts the certificate of public convenience and necessity herein granted, he will be required, among other things, to comply with end observe the safety rules of the California Highway Patrol and the insurance requirements of the Commission's General Order No. 100-Series.
 - (b) Within one hundred twenty days after the effective date hereof, applicant shall establish the service herein authorized and file tariffs, in triplicate, in the Commission's office.

- (c) The tariff filings shall be made effective not earlier than thirty days after the effective date of this order on not less than thirty days notice to the Commission and the public, and the effective date of the tariff filings shall be concurrent with the establishment of the service herein authorized.
- (d) The tariff filings made pursuant to this order shall comply with the regulations governing the construction and filing of tariffs set forth in the Commission's General Order No. 80-Series.
- (e) Applicant shall maintain his accounting records on a calendar year basis in conformance with the applicable Uniform System of Accounts or Chart of Accounts as prescribed or adopted by this Commission and shall file with the Commission, on or before March 31 of each year, an annual report of his operations in such form, content, and number of copies as the Commission, from time to time, shall prescribe.
- (f) Applicant shall comply with the requirements of the Commission's General Order No. 84-Series for the transportation of collect on delivery shipments. If applicant elects not to transport collect on delivery shipments, he shall make the appropriate tariff filings as required by the General Order.
- 3. In all other respects, including applicant's motion to reopen the proceeding, Application No. 52576 is hereby denied.

The effective date of this order shall be twenty days after the date hereof.

	Dated	at San Francisco	Şirilini in anı ,	California,	this	_9+h
day of		JANUARY		·		

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I dissent:

Sollow er

Commissioners

Appendix A

A. R. Hoehl doing business as FURNITURE TRANSPORT COMPANY

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- A. R. Hoehl, an individual, doing business as Furniture Transport Company, by the certificate of public convenience and necessity granted in the decision noted in the margin, is authorized to conduct operations as a highway common carrier as defined in Section 213 of the Public Utilities Code for the transportation of blanket-wrapped new furniture, new furniture in crates and cartons, crated and uncrated new store and office furniture and fixtures, and related articles, as follows:
 - 1. Between the San Francisco Territory, as described in Note A, and the Los Angeles Territory, as described in Note B.
 - 2. Between points located within the territories named in paragraph 1, on the one hand and Bakersfield, Fresno, Modesto, Sacramento and Salinas, on the other hand.
 - 3. No service is authorized from, to or between intermediate points.
 - 4. In providing service pursuant to the authority herein authorized applicant may make use of any and all highways, streets, roads and bridges necessary or convenient to the performance of the service herein authorized.

Note A

SAN FRANCISCO TERRITORY

San Francisco Territory includes all the City of San Jose and that area embraced by the following boundary: Beginning at the point the San Francisco-San Mateo County Line meets the Pacific Ocean; thence easterly along said County Line to a point one mile west of State Highway 82; southerly along an imaginary line one mile west of and paralleling State Highway 82 to its intersection with Southern Pacific Company right-of-way at Arastradero

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Appendix A

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Road; southeasterly along the Southern Pacific Company right-ofway to Pollard Road, including industries served by the Southern Pacific Company spur line extending approximately two miles southwest from Simla to Permanente; easterly along Pollard Road to W. Parr Avenue; easterly along W. Parr Avenue to Capri Drive; southerly along Capri Drive to Division Street; easterly along Division Street to the Southern Pacific Company right-of-way; southerly along the Southern Pacific right-of-way to the Campbell-Los Gatos City Limits; easterly along said limits and the prolongation thereof to South Bascom Avenue (formerly San Jose-Los Gatos Road); northeasterly along South Bascom Avenue to Foxworthy Avenue; easterly along Foxworthy Avenue to Almaden Road; southerly along Almaden Road to Hillsdale Avenue; easterly along Hillsdale Avenue to State Highway 82; northwesterly along State Highway 82 to Tully Road; northeasterly along Tully Road and the prolongation thereof to White Road; northwesterly along White Road to McKee Road; southwesterly along McKee Road to Capitol Avenue; northwesterly along Capitol Avenue to State Highway 238 (Oakland Road); northerly along State Highway 238 to Warm Springs; northerly along State Highway 238 (Mission Blvd.) via Mission San Jose and Niles to Hayward; northerly along Foothill Blvd. and MacArthur Blvd. to Seminary Avenue; easterly along Seminary Avenue to Mountain Blvd.; northerly along Mountain Blvd. to Warren Blvd. (State Highway 13); northerly along Warren Blvd. to Broadway Terrace; westerly along Broadway Terrace to College Avenue; northerly along College Avenue to Dwight Way; easterly along Dwight Way to the Berkeley-Oakland Boundary Line; northerly along said boundary line to the Campus Boundary of the University of California; westerly, northerly and easterly along the campus boundary to Euclid Avenue; northerly along Euclid Avenue to Marin Avenue; westerly along Marin Avenue to Arlington Avenue; northerly along Arlington Avenue to San Pablo Avenue (State Highway 123); northerly along San Pablo Avenue to and including the City of Richmond to Point Richmond; southerly along an imaginary line from Point Richmond to the San Francisco waterfront at the foot of Market Street; westerly along said waterfront and shoreline to the Pacific Ocean; southerly along the shoreline of the Pacific Ocean to point of beginning.

Note B

LOS ANGELES TERRITORY

The Los Angeles Territory includes that area embraced by the

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Appendix A

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following boundary: Beginning at the intersection of Sunset Boulevard and State Highway 1; thence northeasterly on Sunset Boulevard to Interstate Highway 405; thence northerly along Interstate Highway 405 to State Highway 118 at San Fernando (including the City of San Fernando); thence southeasterly along State Highway 118 to and including the City of Pasadena; thence easterly along Foothill Boulevard from the intersection of Foothill Boulevard and Michillinda Avenue to Valencia Way; northerly on Valencia Way to Hillcrest Boulevard; easterly and northerly along Hillcrest Boulevard to Grand Avenue; easterly and southerly along Grand Avenue to Greystone Avenue; easterly on Greystone Avenue and the prolongation thereof to the west side of Sawpit Wash; southerly on Sawpit Wash to the intersection of Mountain Avenue and Royal Oaks Drive; easterly along Royal Oaks Drive to Buena Vista Street, south on Buena Vista Street and due south on a prolongation thereof to the west bank of the San Gabriel River; southerly along the west bank of the San Gabriel River to Beverly Boulevard; southeasterly on Beverly Boulevard to Painter Avenue in the City of Whittier; southerly on Painter Avenue to Telegraph Road; westerly on Telegraph Road to the west bank of the San Gabriel River; southerly along the west bank of the San Gabriel River to Imperial Highway (State Highway 90); westerly on Imperial Highway to Lakewood Boulevard (State Highway 19); southerly along Lakewood Boulevard to its intersection with State Highway 1 at Kimeno Street; southerly along Ximeno Street and its prolongation to the Pacific Ocean; westerly and northerly along the shoreline of the Pacific Ocean to a point directly south of the intersection of Sunset Boulevard and State Highway 1; thence northerly along an imaginary line to point of beginning.

(END OF APPENDIX A)

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