Decision 52 06 095 JUN 1 5 1982

BEFORE THE PUBLIC UTILITIES COMMISSION OF THE STATE OF CALIFORNIA

In the Matter of the Application of BEKINS MOVING & STORAGE CO. for authority to depart from the minimum rates, rules and regulations of Minimum Rate Tariff No. 4-B, pursuant to the provisions of Section 3666 of the Public Utilities Code.

Application 82-02-49 (Filed February 19, 1982; amended April 13, 1982)

INTERIM OPINION

By this application, as amended, Bekins Moving & Storage Co. (Bekins) seeks authority to deviate from the provisions of Minimum Rate Tariff (MRT) 4-B. Bekins desires to offer a binding estimate to residential shippers who wish to avail themselves of such a service.

The service would be limited to shipments from, to, or between residences and would not apply in connection with commercial, office, or industrial moves or related packing and unpacking. Bekins states that binding estimates are available in its interstate operations and it wishes to offer the same service to intrastate shippers. The proposed rule is set forth below:

> "<u>Binding Estimate</u>: Upon request, carrier may provide a binding estimate for transportation and other service described herein. The estimate must be in writing and signed by representatives of both carrier and shipper. The movement must commence within 60 days of date of estimate and must be performed between the origin and destination specified in the estimate. Estimate will

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cover only the commodities, quantities and services indicated therein. If any additional commodities, quantities or services are requested or required which are not set forth in the estimate, an addendum will be prepared, in writing, signed by the representatives of carrier and shipper, describing the additional transportation and/or services that will be provided. Upon request, and subject to the availability of equipment, carrier will provide space reservation service."

Bekins states that the binding estimate is a component of its innovative three-part "No Excuse Moves" or "Guaranteed Service Program," started in November 1980 for interstate shipments throughout the United States. The first part of the program, "Guaranteed On-Time Pickup and Delivery Service," was authorized by the Commission by Decision (D.) 93515, dated September 1, 1981 in Application (A.) 60726. Another application will be prepared and filed soon requesting authority to provide the public "Full Value Protection," the third phase of the program. The full program has been available on interstate moves originating in or destined to California since November 1, 1980.

Bekins alleges, essentially, as justification in support of its request the following:

- Authorization of Bekins' proposed "Binding Estimate" will benefit shippers and will make available a service, that since November, 1980, has existed in interstate commerce and has received wide public approbation. Congress, through enactment of the Household Goods Carriers Act of 1980, amending the Interstate Commerce Act, specifically authorized household goods carriers to provide binding estimates.
- 2. The availability of Bekins' "No Excuse Move" or "Guaranteed Service Program" was widely publicized throughout California,

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as well as other areas in the United States. It was promoted and advertised as a "Bekins" service, as are all of the activities of the related Bekins companies. The public does not and cannot distinguish between the interstate operations and the intrastate service of Bekins. As a consequence, the public in California has been seeking this service for intrastate shipments, which cannot be offered or provided until authorized by this Commission.

- 3. The most obvious benefit is that shippers are able to learn how much it will cost to move prior to contracting for or commencing the service and not be required to wait until the work is completed before being advised of the price that must be paid. The present system is one of the rare instances when a person must purchase goods or a service and, due to governmental regulation, does not know the specific price that must be paid.
- Binding estimates are based upon the 4_ cubic measurement of the household goods to be transported. This has always been a more appropriate means of determining the cost of moving than a method based upon the weight shipment. At the advent of motor carrier regulations, household goods carriers' tariffs were based upon cube, not weight. Pricing household goods moves by weight was subsequently adopted because of competitive price cutting immediately after the inception of the regulation of motor carriers. But, weight has no relationship to a mover's service and actually.unfairly penalizes certain shippers. Charging by weight is proper for freight carriers but not for movers. A mover sells space, whether in his vehicle or in a warehouse. Household goods are normally light and bulky and will fill a moving van, yet the total weight of a shipment is subtantially less than the legal load that is authorized to be carried. Rarely is a mover confronted with an overweight

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shipment, which is reflected in the vehicles used that are designed to carry high cube, lightweight shipments. Under the present system, two shippers may have household goods that have the same cubic measurement and occupy the same space in a moving van, but one shipper will pay more than the other for the same service because of the difference in weight of his goods. And if that householder possesses a large library of books or record collection, the price disparity will be substantial, even though the space occupied is the same.

- 5. Another advantage that will result from the proposed service will be the elimination of the lost driver and vehicle time required to locate a scale, detour and wait to weigh the empty and loaded vehicle, the cost of the weighmaster certificates, and the waste of fuel or energy required to make the unneeded trips. These are operating costs that must be borne by the carrier but will be passed through to the shippers in the form of higher rates. Someone must pay for the wasteful services and it is the shipper that will do so under the existent regulations.
- The cubic measurement of a shipment of 6. household goods for the purpose of a binding estimate will be based upon the completion of a Bekins "Guaranteed Cost of Services" form. Its "Table of Measurements" is more extensive but similar to "Table of Measurement Form and Estimate for Shippers' Use" set forth in Items 450, 451, 452 of MRT 4-B that must be completed for the Commission's "Probable Cost of Services" estimates. The Commission's Probable Cost of Services is determined by first cubing the entire shipment, then multiplying the cubic footage of the goods by 7 pounds per cubic foot. Therefore, the base for both types of estimates is identical.
- 7. Authorization of the binding estimate aspect of the Guaranteed Service Program by the Commission is not only for the benefit of the public, but it is essential and even critical to the

viability of Bekins' California intrastate moving service. All other major household goods carriers have discontinued soliciting and providing a regular local moving service in California, when it became no longer economically feasible to effect such transportation. Regular local moving, with the exception of that performed by Bekins, is being rendered by the smaller carriers, using nonunion, full or parttime employees, or owner-operators. They normally operate out of their homes or small, single-room offices, have no terminals or warehouses, and frequently use old and inefficient vehicles and related moving equipment. On the other hand, Bekins and companies employing union personnel must pay negotiated straight and overtime wages; pay for holidays, vacations, and sick leaves; provide health and welfare benefits, which include life, accident, disability and sickness insurance, medical and hospital expenses, major medical coverage, prescription drug benefits, vision care plan, dental care benefits for their personnel and dependents; and a pension plan for employees when they retire. Bekins also pays social security, unemployment, workers compensation, and disability premiums and payroll taxes for these employees. Smaller, competing carriers usually provide none of these benefits and pay their employees low, and occasionally, minimum wages, and the owner-operators a small percentage of the revenues earned.

8. Due to the marked difference in costs, Bekins cannot compete with the smaller carriers ratewise and has not done so for many years. Similarly, it could not exist, because of its higher costs, if it assessed the Commission's minimum rates for its services. Its survival in the intrastate moving business in California must be and is based upon its reputation for performing a superior moving service. And to do so, it employs

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regular, well-trained, and experienced moving personnel and possesses an excellent fleet of the latest designed, well-maintained vehicles and packing and moving devices and equipment, a wide variety of materials, cartons, packs and crates for the safe transportation of goods, and facilities for the in-transit or regular long-term storage of household goods. For this service, the public has been willing to pay Bekins higher than Commission minimum charges. But there is obviously a limit to the rate disparity that the public will accept for this service, which has raised a critical problem for Bekins.

- The differences between the charges of 9. the applicant and those of the smaller movers has become increasingly greater and Bekins' superior service is less able to overcome this disparity. Under its present operating costs and procedures. it will only be a period of time. probably quite limited, before Bekins can no longer compete for the intrastate hauling in California and will have to terminate its moving service. as have other major carriers. The last study made by the Commission of the intrastate household movements in California, which was for the second six months of 1978, disclosed that 22% of those shipments were transported by Bekins; or 31,902 out of a total of 144,682 shipments that were transported by the regulated movers of this State during that period. If a current study is made of the intrastate moves in this State, the result will be similar.
- 10. The proposed binding estimate may provide a partial solution or answer to this problem that will enable it to continue this service. The solution is based upon a program that has met with marked success in New York, is currently in effect in Florida, and has resulted in increased productivity and benefits to movers and their customers and employees. Bekins employees will be

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confronted with the unavoidable choice of either increasing productivity. thereby enabling Bekins to be more competitive and continue its moving service in California, or losing their employment when service is terminated. Its intrastate moving operations in this State cannot continue under the existing work rules. More specifically, the binding estimates will be based upon the productivity of moving crews. Cubic footage of the household goods to be moved will be determined and, based on it, time frames will be established within which the moving and storage work should be done. For example, for a 1,001 to 1,200 cubic foot residential house-tohouse move, ground floor to ground floor. 8-3/4 hours will be the time frame for a van and three men, and 6-1/4 hours for a van and four men to perform the job. Other time frames will apply for moves of greater or lesser cubic footages. Credits or surcharges will be added for elevators, staircases in multiple dwellings, and any long carries involved in a move. This is the manner in which the work is performed in New York, which has resulted in increased productivity, reduced moving charges to customers, and greater compensation to employees. Under the present hourly charge for local moving, the men are penalized for being expeditious and efficient. They work by the hour and the slower they work, the more pay they receive and, of course, the more the shipper pays for his move. Under the time frame, if it takes four men to complete a move in 6-1/4 hours, they will each be paid for 6-1/4 hours, even if the job is completed in 5 hours.

11. Termination of Bekins' California service will have a deleterious effect upon local moving and will be against the public's best interest. Bekins, for over 80 years, has been the leader in moving houehold goods in California and has consistently designed, devised, and developed innovative changes for the

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improvement of the moving services afforded the public in this state. Changes which it has made have been adopted and used by others for the benefit of the entire industry and the public. Most recent example is Bekins' "No Excuse" guaranteed pickups and deliveries, with penalty payments if the service is not provided on the scheduled dates. The Commission authorized Bekins to hold out and provide this service in California by D.93515 and, subsequently, the guaranteed pickup and delivery service became available from all regulated carriers through its inclusion in MRT 4-B, by D. 93622 of October 6, 1981, in Petition 115 in Case (C.) 5330. If Bekins withdraws from local moving in California the service standards it has established for the moving industry will not be perpetuated, for the carriers that are capable of so doing have already discontinued providing regular local moving services. The innovations proposed by this application are a continuation of Bekins' efforts to improve the service and be more responsive to the public's transportation requirements.

· 12. Bekins does not presently assess the Commission's minimum rates, as they are less than the costs it incurs in performing the intrastate service. But, because it is a regulated carrier, Bekins must compute its charges in compliance with the rules and regulations in MRT 4-B and, particularly, in conformance with the requisites of Item 100 of that tariff. The issue of proposing rates below the Commission's minimum charges in that tariff is not a problem, as it is not economically possible for this to be done, for Bekins cannot afford to decrease its current revenues and continue its local moving services. Limited tests have been conducted in certain areas to determine the feasibility of the binding estimates in

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California, and the level of the charges that will and must be assessed over the Commission's minimum charges for the considered services.

- These studies are based upon 72 typical 13. local moves, and 28 packing jobs. The local moves included residence-toresidence, and loose and palletized shipments transported to and from storage. Predicated upon the times required to perform these services and the expenses incurred, comparisons were made of the resultant costs and the charges applicable to these services under the Commission's minimum rates and Bekins' present and proposed charges. In no instance were the charges for the moves or packing, either assessed or proposed, less than those applicable under the Commission's minimum rate tariff.
- 14. The commodities to be transported will be limited to used household goods, to moves to, from, or between residences, and the service will not be available for any commercial, office, or industrial moves or related packing and unpacking. Mileages will be terminal-to-terminal, unless the available equipment can be dispatched from a place more proximate to where the pickup is to be made. except for the distance moves which shall be based upon the mileage between the origin and destination of a shipment. Rates are designated as being applicable to Area A . and Area B, because of the higher labor costs in Area B. Mileages will be governed by the Commission's Distance Table 8.
- 15. For all the services predicated upon the cube measurement of a shipment, a Guaranteed Cost of Service form, including the Table of Measurements, will be prepared. This will determine the cubic foot size of a shipment and will be the basis for determining the appropriate charge. If there are any accessorial services required for a shipment, the percentages of the Base Transportation

Charge, or the specified dollar amounts. will be added to the charges for the basic services. Packing and unpacking rates are determined by a fixed amount per pack, carton, container, or crate, that is determined by the character and size of each type of container. The form of the packing and unpacking deviation item and the manner in which charges are assessed, are based upon the comparable items in the Household Goods Carriers Bureau Tariff HGB 412, ICC HGB 412, and, more particularly, in Item 105. Thus, the shipper will be quoted and will pay the predetermined amount, which will be the binding estimate for the packing and unpacking services. The packers' and unpackers' work will be based upon time frames to be mutually determined by Bekins and representatives of the governing union. Distance moves will be determined by the total of the loading, unloading, accessorial, and mileage charges.

If requested by a householder to prepare 16_ a binding estimate, a Bekins sales representative will survey the goods to be shipped, prepare a Guaranteed Cost of Service form and a Table of Measurements, showing the cube of each item to be transported, the total cubic footage of the entire shipment, and all of the applicable charges, which will be signed by the carrier's representative and tendered to the shipper. If, prior to the commencement of the movement, additional goods are to be shipped or services to be provided, an addendum will be prepared in the same manner as the initial documents. Bekins will then provide the transportation for the agreed amount in the binding estimate.

Bekins further alleges its application is filed in conformance with decisions of the Commission urging carriers to exercise their managerial discretion to effect efficiencies and economies. It cites the following policy statements from Commission decisions in support of this filing:

> "The Commission also recognized the importance of preserving the opportunity for individual carriers to exercise managerial discretion in the establishment of carrier rates. Different considerations entered into the establishment of actual or going rates than minimum rates. Many of these factors are best evaluated by each individual carrier on the basis of his own peculiar operating characteristics and the special needs of his shippers."

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"Under the program adopted, the Commission sought to establish true minimum rates, thereby leaving to each individual carrier the freedom and responsibility to determine the precise amount over that level that each portion of their traffic should bear. In this manner, the Commission concluded that managerial discretion and rate setting could be preserved and yet protection against destructive rate cutting insured." (D.90354, dated May 22, 1979 in Case 5436, OSH 244.)

Bekins believes its request may be granted without hearing. However, if it is determined by the Commission that ex parte action is inappropriate prior to a final decision on the application, it requests that it be authorized to provide the proposed service on an interim basis by ex parte action. Bekins offers to test 10% of its shipments to demonstrate that shipment charges will exceed those applicable under MRT 4-B.

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Notice of the original filing appeared on the Commission's Daily Calendar of February 24, 1982 and the amendment on the Calendar of April 15, 1982. Copies of the filings were sent to California Moving & Storage Association (CMSA), California Trucking Association, and the Consumer Affairs Branch of the Commission.

Protests to the application were received from two carriers, but both were based on general disagreement with the proposal and lacked any substantive basis for opposition.

The Commission's Transportation Division staff has furnished an Advice of Participation. The staff advises it has tested the Bekins proposal to determine whether the binding estimate charges set forth in its amended application protect the minimum charges named in MRT 4-B. Staff agrees that Bekins' charges exceed the MRT 4-B charges. It cites as an example a shipment weighing 8,000 pounds moving from San Francisco to Los Angeles. The Bekins binding estimate charge on this shipment would exceed the MRT 4-B charge by more than 27%.

The staff has no objection to issuance of an interim opinion granting the application if Bekins is required to (1) maintain a record of hours on local shipments (those not exceeding 50 miles), and (2) secure a weight certificate in connection with distance moves. Hearing will be set for September 13, 1982.

The Commission's Consumer Affairs Branch supports the amended application and urges that an interim decision be issued quickly so that Bekins may offer the service during its peak season which begins in early summer.

The California Teamsters Public Affairs Council (Teamsters) has filed a Motion for Special Procedure in this proceeding. It notes that the CMSA filed Petition 116 in C.5330 on February 24, 1982 requesting that all rates in MRT 4-B be increased by amounts averaging 11%.

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Teamsters has no objection to the granting of Bekins' request. It urges, however, that we give consideration to the likelihood that if the increases in Petition 116 are granted, then the rates specified in Bekins' amended application may not protect the MRT 4-B minimum rates. It requests that a showing of reasonableness be required in connection with this proceeding if any increase in MRT 4-B rates is granted, whether authorized prior or subsequent to a decision in the Bekins application.

We note that CMSA filed Petition 117, in Case 5330 on May 21, 1982 requesting inclusion of a binding estimate rule in MRT 4-B on an interim basis. Discussion

The Bekins proposal provides for binding estimates based upon cubic footage. However, the cubic measurement is not related to any weight standard such as the one established in MRT 4-B (7 pounds per cubic foot). Nevertheless, as stated in item 15 (supra) Bekins intends to use the cubic footages provided in the Table of Measurements (Table) included in Exhibit "F" in its application. This Table is comparable with, while somewhat more extensive than, the one appearing in MRT 4-B.

Present MRT 4-B rules provide that when a carrier gives an estimate, the shipper will have to pay no more than 2-1/2% or \$15 over the estimate on distance moves, and no more than 10% or \$15 over the estimate on hourly (local) moves. For example, on a distance move estimated at \$1,000 a shipper would be obligated to pay no more than \$1,025. But in connection with an estimated \$1,000 hourly move, a shipper could be liable for a total charge of \$1,100. Many shippers find it useful and even necessary to be able to establish a total price prior to commencement of service, but are unable to secure that precise information under the present rules. The Bekins rule will provide a definite amount to shippers prior to commencement of the service.

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While we are confident, based upon staff analysis, that the proposed Bekins charge for a shipment of a given cubic measurement will exceed the minimum charge otherwise applicable under MRT 4-B, we also need to be concerned with the level of the Bekins charges vis-avis MRT 4-B rates and charges for shipments actually transported. Presently Bekins is required under MRT 4-B rules to confirm estimated weights by securing a weighmaster's certificate in connection with distance moves weighing 1,000 pounds or more. Under its proposal it would not secure weight certificates and there would be no way to confirm that Bekins has actually transported only a specified cubic footage. There would be no means to verify, for example, that 20, rather than some greater or lesser number of chairs were actually transported in a shipment.

Bekins has offered in its application to test every tenth shipment to demonstrate that transportation charges exceed those applicable under MRT 4-B. But such a program would totally except the balance of Bekins' distance moves from effective verification of compliance with rates in MRT 4-B. We have stated, in connection with the question of documentation requirements for effective enforcement of minimum rates:

> "The Commission, in this respect, considers documentation the cornerstone to effective regulation." (D.76031 dated August 19, 1969 in C.8909.)

We are considering the desirability of continuing the present minimum rate program applicable to the transportation of uncrated used household goods (C.5330, OSH 100). We may continue the present program or adopt a different method of regulation of this industry. In any case, adequate documentation will almost certainly be an integral part of the adopted program.

In granting this application we will require that Bekins continue to secure weight certificates on all shipments moving over 50 constructive miles except those estimated to weigh under 1,000 pounds.

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In connection with local moves it will be no hardship if Bekins is required, as at present, to maintain hourly records. This will provide some measure of assurance that rates assessed protect MRT 4-B hourly rates.

Bekins proposes to except its binding estimate offer from the provisions of MRT 4-B relating to penalties for underestimating. The essence of Bekins' proposal, of course, goes to this very concept, i.e. that a customer will pay precisely the amount stated in the estimate. While it would be possible for Bekins to attempt to assess an amount in excess of that shown in the binding estimate, such an occasion, by its nature, would be unlikely.

The binding estimate opportunity proposed by Bekins will be in the form of a written contract, whereas the MRT 4-B estimating rules clearly provide that the Probable Cost of Service agreement set forth in Item 441 of MRT 4-B is not a contract.

Since Bekins will be offering a greater obligation--a guaranteed cost--than the one contemplated under MRT 4-B rules, we will except the Bekins rule during this interim period from the penalty provisions for underestimating contained in Item 33.7 of MRT 4-B. However, we will address this question more extensively during the September proceedings.

It is appropriate to authorize the Bekins request, in general, for an experimental interim period. During this period Bekins will be expected to accumulate data reflecting the results of operations under its binding estimate program for presentation at the September hearings.

Findings of Fact

1. MRT 4-B contains rates, rules, and regulations for the transportation of uncrated used household goods by household goods carriers. Included in the tariff are rules pertaining to estimating practices applicable in connection with other than used office and store fixtures and equipment.

2. The MRT 4-B estimating rules provide for assessment of charges in dollars and cents per hour or per 100 pounds. MRT 4-B contains no rules authorizing the issuance of binding estimates.

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3. Bekins proposes by this application to offer binding estimates to California intrastate shippers. Such binding estimates will be based upon dollars and cents per cubic foot, and will apply as an alternate to the estimating rules contained in MRT 4-B.

4. The levels of charges proposed by Bekins in its amended application will exceed the rates and charges contained in MRT 4-B for the same transportation.

5. Bekins proposes to except its binding estimate provisions from Item 120 of MRT 4-B, requiring carriers to obtain weight certificates. Without such a requirement there would be no opportunity for Commission staff personnel to independently verify gross weights transported and thus determine whether charges assessed in fact protect MRT 4-B charges.

6. Bekins' proposed service will be documented in the form of a written contract, constituting an obligation greater than that existing under the estimating rules contained in MRT 4-B. The penalty provisions of MRT 4-B are not appropriate for application in connection with the proposed rule.

Conclusions of Law

1. The application, as amended, should be granted subject to the condition that Bekins shall secure a weight certificate on shipments moving over 50 miles and estimated to weigh 1,000 or more pounds.

2. Bekins should be ordered to maintain a record of hours worked in connection with local moves, i.e. those moving not over 50 constructive miles.

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3. In the event the rates contained in MRT 4-B are increased, Bekins should be required to come forward with a new showing demonstrating that the charges islained in its amended application are no lower than those applicable under MRT 4-B. This requirement will, in effect, grant the motion of Teamsters for Special Procedure.

4. The authority granted by this decision should expire December 31, 1982 unless sooner modified or extended by order of the Commission.

5. The following order has no reasonably foreseeable impact upon the energy efficiency of highway carriers.

6. The following order should be effective on the date signed so that Bekins may implement the service on California intrastate shipments during its peak summer season.

INTERIM ORDER

IT IS ORDERED that:

1. Bekins Moving & Storage Co. (Bekins) is authorized to assess the rates and rules contained in Appendix A in connection with shipments transported under binding estimates.

2. In connection with the service described in Appendix A Bekins shall secure weight certificates on shipments moving over 50 constructive miles and estimated to weigh 1,000 or more pounds. Bekins shall maintain a record of hours worked in connection with shipments moving not over 50 constructive miles. A.82-02-49 ALJ/rr/ks/jn/ks * *

3. In the event rates contained in MRT 4-B are increased while the authority in Appendix A is in effect, Bekins shall demonstrate, prior to the effective date of such increases, that the rates contained in Appendix A protect such increased rates.

4. The authority granted shall expire with December 31, 1982 unless sooner modified or extended by order of the Commission.

5. Hearing on this application will be held in the Commission Courtroom, State Building, 350 McAllister Street, San Francisco on Monday, September 13, 1982, at 9:30 a.m. before Administrative Law Judge Lemke.

This order is effective today.

Dated June 15, 1982, at San Francisco, California.

JOHN E. BRYSON President RICHARD D. GRAVELLE LEONARD M. GRIMES, JR. VICTOR CALVO PRISCILLA C. GREW COMMMISSIONERS

I CERTIFY THAT THIS DECISION WAS APPRONED BY THE ABOVE COMMISSIONERS TODAY. Joseph E. Bodovitz, gcutive D?

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APPENDIX A

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BEKINS MOVING & STORAGE CO.

PROPOSED BINDING ESTIMATE DEVIATION FROM RATES AND RULES OF MINIMUM RATE TARIFF 4-B

- I. Binding Estimate: Upon request, carrier may provide a binding estimate for transportation and other services described herein. The estimate must be in writing and signed by representatives of both carrier and shipper. The movement must commence within 60 days of date of estimate and must be performed between the origin and destination specified in the estimate. Estimate will cover only the commodities, quantities and services indicated therein. If any additional commodities, quantities or services are requested or required which are not set forth in the estimate, an addendum will be prepared, in writing, signed by the representation and/ or services that will be provided. Upon request, and subject to the availability of equipment, carrier will provide space reservation service.
- II. Composities: Used household goods.
- III. <u>Application of Rates</u>: Rates will apply to shipments transported to, from or between residences and packing and/or unpacking related thereto, but will not be applicable to commercial, office or industrial moves, or related packing and unpacking.
- <u>Mileage Limitations</u>: Rates in Sections B, C, and D hereafter apply to local moves which do not exceed 75 miles between first origin and last destination; distance rates in Section G apply to moves in excess of 75 miles between such points.
- V. <u>Mileages:</u> Mileages for all moves shall be based upon the miles traveled from carrier's terminal or point of dispatch to carrier's terminal or point of dispatch after completing a move, except for distance moves which shall be based upon miles between the origin loading and the destination unloading points. Mileages shall be governed by the Commission's Distance Table 8.

VI. Rates:

A. Area A rates apply to all shipments and services performed within the State of California, except services performed in or shipments transported to, from or between points in Contra Costa, Alameda, Santa Clara, San Mateo, San Francisco, Marin, Sonoma, Solano and Napa Counties.

> Area B rates apply to all transportation and services within the State of California for which the rates in Area A are not applicable.

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APPENDIX A

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501 - 60		276.00	340.00		378.00	405.0
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Note 3 - Note 4 -	cubic feet or frac Charges for this a portation Rate, Mi Base Transportation and for each addin affect to the Base Shi.50: 3-man crew Base Transportation and for each addin added to the Base S14.00: 3-man crew	tion thereof (ervice shall) leage Rate and n Rate includ- ional 10 miles Transportatio - \$17.00. m Rate Includ- ional D miles Transportatio	over 2000 cut the determined i the Accessions or fraction n Rate: 1-mail or fraction n Rate: 1-mail	bic fort. by the application by the first; thereof the n crew = \$7.0 or the first; thereof the n.crew = \$8.5	icable Base (charges. 20 miles of a following wi 0 ; 2-man cm 20 miles of following wi 0; 2-man cm	a move, li be sr - a move, li be wr - iii be wr -
Note 3 - Note 4 - Note 5 -	cubic feet or frac Charges for this a portation Rate, Mi Base Transportation and for each addin affect to the Base Shi.50: 3-man crew Base Transportation and for each addin added to the Base S14.00: 3-man crew	tion thereof (ervice shall) leage Rate and n Rate includi ional 10 miles Transportatio - \$17.00. m Rate Includi ional 10 miles Transportatio - \$20.25.	over 2000 cut the Accession of fraction of fraction of fraction n Rate: 1-mail of fraction n Rate: 1-mail <u>Perce</u>	bic fort. by the application by the application or the first: thereof the n crew = \$7.0 or the first thereof the n crew = \$8.5 mtage of Base	icable Base (charges. 20 miles of a following wi 0 ; 2-man cm 20 miles of following wi 0; 2-man cre Transportat	a move, li be sr - a move, li be wr - ii be wr -
Note 3 - Note 4 - Note 5 - <u>Accessoria</u> 1. Each is	cubic feet or frac Charges for this a pertation Rate, Mi Base Transportation and for each addin added to the Base Sill.50: 3-man crew Base Transportation and for each addin added to the Base Sile.00:3-man crew L Services:	tion thereof (ervice shall) leage Rate and n Rate includi ional 10 miles Transportatio - \$17.00. m Rate Includi ional 20 miles Transportatio - \$20.25.	over 2000 cut be determined i the Accesso es charges fo or fraction n Rate: 1-mai or fraction n Rate: 1-mai <u>Perce</u> 10 steps)	bic fort. i by the application wial Service or the first: thereof the n crew - \$7.0 or the first thereof the n crew - \$8.5 stace of Base Area A	icable Base : charges. 20 miles of a following wi 0 ; 2-man cm 20 miles of following wi 0; 2-man cm interportat	Lines- a move, li be er - a move, li be mr- <u>ston Rate</u> <u>B</u>
Note 3 - Note 4 - Note 5 - <u>Accessoria</u> 1. Each 11 2. First 1 3. Each a	cubic feet or frac Charges for this a portation Rate, Mi Base Transportation and for each addin added to the Base Sil. 50: 3-man crew Base Transportation added to the Base Si4.00: 3-man crew <u>I Services</u> : nternal flight of s external flight of dditional external	tion thereof (ervice shall) leage Rate and n. Rate includ- ional 10 miles Transportatio - \$17.00. m Rate Includ ional 10 miles Transportatio - \$20.25 . stairs (8 to 2 stairs (8 to 2	over 2000 cut be determined i the Accession es charges for or fraction n Rate: 1-mai es charges f or fraction n Rate: 1-mai <u>Perce</u> 20 steps) 20 steps)	bic fort. by the application by the application by the first: thereof the n crew = \$7.0 or the first thereof the n crew = \$8.5 entage of Base Area A. 54 108	icable Base : charges. 20 miles of a following wi 0 ; 2-man cm 20 miles of following wi 0; 2-man cm interportat	Linis- a move, li be a move, li be a move, li be set 11 be set 58 108
Note 3 - Note 4 - Note 5 - <u>Accessoria</u> 1. Each i 2. First 3. Each a (8 to	cubic feet or frac Charges for this a portation Rate, Mi Base Transportation and for each addin added to the Base Sill.50: 3-man crew Base Transportation and for each addin added to the Base Sid.00: 3-man crew <u>1 Services</u> : nternal flight of s external flight of dditional external 20 steps)	tion thereof (ervice shall) leage Rate and n Rate includi ional 10 miles Transportation - \$17.00. m Rate Includi ional D miles Transportatio - \$20.25 . stairs (8 to 2 stairs (8 to 2 flight of sta	over 2000 cut be determined i the Accesse es charges fo or fraction n Rate: 1-mai es charges f or fraction n Rate: 1-mai <u>Perce</u> 10 steps) 20 steps) airs	bic fort. by the application by the application by the first: thereof the n crew = \$7.0 or the first thereof the n. crew = \$8.5 entage of Base Area A. 54 108	icable Base (charges. 20 miles of a following wi 0 ; 2-man cm 20 miles of following wi 0; 2-man cm in the second second in the second second second in the second second second second in the second second second second second in the second	Linus- a move, ll be a move, ll be w sion Rate B 58 LOS
Note 3 - Note 4 - Note 5 - <u>Accessoria</u> 1. Each i 2. First 3. Each a (8 to 4. First	cubic feet or frac Charges for this a portation Rate, Mi Base Transportation and for each addin added to the Base Sil. 50: 3-man crew Base Transportation added to the Base Si4.00: 3-man crew <u>I Services</u> : nternal flight of s external flight of dditional external	tion thereof (ervice shall) leage Rate and n Rate includi ional 10 miles Transportation - \$17.00. m Rate Includi ional D miles Transportatio - \$20.25 . stairs (8 to 2 stairs (8 to 2 flight of sta	over 2000 cut be determined i the Accesse es charges fo or fraction n Rate: 1-mai es charges f or fraction n Rate: 1-mai <u>Perce</u> 10 steps) 20 steps) airs	bic fort. by the application by the application by the first: thereof the n crew = \$7.0 or the first thereof the n crew = \$8.5 entage of Base Area A. 54 108	icable Base (charges. 20 miles of a following wi 0 ; 2-man cm 20 miles of following wi 0; 2-man cm iterasportat Area	Linis- a move, li be a move, li be a move, li be set 11 be set 58 108
Note 3 - Note 4 - Note 5 - <u>Accessoria</u> 1. Each i 2. First 3. Each a (8 to 4. First S. Each a	cubic feet or frac Charges for this a pertation Rate, Mi Base Transportation and for each addit added to the Base Sil. 50: 3-man crew Base Transportation and for each addit added to the Base Sil. OF 3-man crew <u>1 Services</u> : nternal flight of s external flight of dditional external 20 steps) 50 feet of long cat of carry dditional 50 feet of	tion thereof (ervice shall) leage Rate and n Rate includ- ional 10 miles Transportation - \$17.00. m Rate Includ ional D miles Transportatio - \$20.25 . stairs (8 to 2 stairs (8 to 2 flight of sta may, after fil	over 2000 cut be determined i the Accesse es charges fo or fraction n Rate: 1-mai es charges f or fraction n Rate: 1-mai <u>Perce</u> 10 steps) 20 steps) airs	bic feet. i by the appl mial Service or the first: thereof the h crew - \$7.0 or the first thereof the h crew - \$8.5 mtace of Base Area A 58 108	icable Base (charges. 20 miles of a following wi 0 ; 2-man cm 20 miles of following wi 0; 2-man cm iterasportat Area	Line a move, li be er - a move, l) be <u>move</u> <u>s</u> 58 108
Note 3 - Note 4 - Note 5 - <u>Accessoria</u> 1. Each i 2. First 3. Each a (8 to 4. First S. Each a of 10	cubic feet or frac Charges for this a pertation Rate, Mi Base Transportation and for each addit added to the Base Sil. 50: 3-man crew Base Transportation and for each addit added to the Base Sil. OF 3-man crew <u>1 Services</u> : nternal flight of s external flight of dditional External 20 steps) S0 feet of long can of carry dditional S0 feet of Ng Carry.	tion thereof (ervice shall) leage Rate and n Rate includ- ional 10 miles Transportation - \$17.00. m Rate Includ ional D miles Transportatio - \$20.25 . stairs (8 to 2 stairs (8 to 2 flight of sta may, after fil	over 2000 cut be determined i the Accesse es charges fo or fraction n Rate: 1-mai es charges f or fraction n Rate: 1-mai <u>Perce</u> 10 steps) 20 steps) airs	bic fort. by the apple mial Service or the first; thereof the n crew - \$7.0 or the first thereof the n crew - \$8.5 mtage of Base Area A. 51 - - 208. 51	icable Base (charges. 20 miles of a following wil 0 ; 2-man cr 20 miles of following wi 0; 2-man cre * Transportat <u>Area</u>	Line a move, li be er - a move, l) be <u>move</u> <u>stant</u> <u>stant</u> <u>stant</u> <u>stant</u> <u>stant</u>
Note 3 - Note 4 - Note 5 - <u>Accessoria</u> 1. Each ii 2. First 3. Each a (8 to 4. First 5. Each a of 10 6. Elevat	cubic feet or frac Charges for this a portation Rate, Mi Base Transportation and for each addin added to the Base Sil. 50: 3-man crew Base Transportation and for each addin added to the Base Sil. 50: 3-man crew Base Transportation and for each addin added to the Base Sil. 50: 3-man crew Base Transportation and for each addin added to the Base Sil. 50: 3-man crew Sil. 50: 3-man crew L Services: I Services: I Services: Distant flight of addinional flight of addinional stores: S0 feet of long can of carry for Charge	tion thereof (ervice shall) leage Rate and n Rate includitional 10 miles Transportation - \$17.00. In Rate Includi Storal 10 miles Transportation - \$20.25 . Stairs (8 to 1 stairs (8 to 1 flight of sta may, after fil or fraction to	over 2000 cut be determined i the Accesso es charges fo or fraction n Rate: 1-mai es charges f or fraction n Rate: 1-mai 'Perce 20 steps) 20 steps) airs cst 75 mareof	bic feet. i by the appl mial Service or the first: thereof the h crew - \$7.0 or the first thereof the h crew - \$8.5 mtace of Base Area A 58 108	icable Base (charges. 20 miles of a following wi 0 ; 2-man cr 20 miles of following wi 0; 2-man cre * Transportat <u>Area</u>	Line a move, li be er - a move, l) be <u>move</u> <u>s</u> 58 108
Note 3 - Note 4 - Note 5 - <u>Accessoria</u> 1. Each i 2. First 3. Each a (8 to 4. First 5. Each a of 10 6. Elevat 7. Hardli Piar	cubic feet or frac Charges for this a pertation Rate, Mi Base Transportation and for each addit added to the Base Sil. 50: 3-man crew Base Transportation and for each addit added to the Base Sil. OF 3-man crew <u>1 Services</u> : nternal flight of s external flight of dditional External 20 steps) S0 feet of long can of carry dditional S0 feet of Ng Carry.	tion thereof (ervice shall) leage Rate and n Rate includi ional 10 miles Transportation = \$17.00. m Rate Includi ional 20 miles Transportation = \$20.25. stairs (8 to 2 stairs (8 to 2 st	over 2000 cut be determined i the Accesso es charges fo or fraction n Rate: 1-mai es charges f or fraction n Rate: 1-mai ' Perce 10 steps) 20 steps) airs rst 75 mereof Grand	bic fort. by the apple mial Service or the first; thereof the n crew - \$7.0 or the first thereof the n crew - \$8.5 mtage of Base Area A. 51 - - 208. 51	icable Base (charges. 20 miles of a following wi 0 ; 2-man cr 20 miles of following wi 0; 2-man cre * Transportat <u>Area</u>	Line a move, li be er - a move, l) be <u>move</u> <u>stant</u> <u>stant</u> <u>stant</u> <u>stant</u> <u>stant</u>
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Note 3 - Note 4 - Note 5 - Note 5 - <u>Accessoria</u> 1. Each i 2. First - 3. Each a (8 to 4. First S. Each a of 10 6. Elevat 7. Hardli Piar 38 : 8. Hardli ory	cubic feet or frac Charges for this a portation Rate, Mi Base Transportation and for each addit added to the Base Sil. 50: 3-man crew Base Transportation and for each addit added to the Base Sil. 50: 3-man crew Base Transportation and for each addit added to the Base Sil. 50: 3-man crew I services: I services: I services: I services: I services: So feet of long can of carry for Charge ing charge for Pipe inches in height (p ing charge for all	tion thereof (ervice shall) leage Rate and n Rate includi- ional 10 miles Transportation = \$17.00. m Rate Includ- ional 10 miles Transportation = \$20.25. stairs (8 to 2 stairs (8 to 2 s	over 2000 cut be determined i the Accesso es charges fo or fraction n Rate: 1-mai es charges f or fraction n Rate: 1-mai 'Perce 10 steps) 20 steps) airs cst 75 mereof Grand as of	bic fort. by the apple mial Service or the first: thereof the h crew - \$7.0 or the first thereof the h crew - \$8.5 mtage of Base Area A 51 	icable Base (charyes. 20 miles of a following wi 0 ; 2-man cr 20 miles of following wi 0; 2-man cre * Transportat Area	27235- a move, 11 be a move, 11 be a move, 11 be a move, 11 be a move, 12 be a move, 13 be a move, 14 be a move, 15 be a move, 11 be a move, 10 move, 1

9. Hand Hoist (per man, per hour) \$ 22.00 Maiting time charge for each 15 minutes, or fraction thereof, after first 15 minutes waiting time (per man) \$ 5.75 11. Extra pictup or delivery charge (per man, per hour, per occurrence)

12. Extra labor (per 1/4 hour, per man)

\$ 23.00 \$ 28.00-\$ 5.75 \$ 7.00

\$ 25.00

\$ 7.00

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Size of Stipment

APPENDIX A Page 3

C. Loose Household Goods Move Between Residence and Terminal

(Cubic Tert)	Base Transportation Rate							
		Area A			Ares: 8			
•	1-man crew	2-man crew	3-man crew	1-man crew	2-men crew	3-man crew		
0 to 200	\$ 96.50	\$ 110.00	\$ 130.00	\$ 116.75	\$ 134.00	\$ 154.25		
201 10 300	131.50	137.50	181.00	159.25	166.50	215.00		
301 10 400	173.50	183.50	215.00	210.25	222.50	255.50		
401 to 500	208.50	218.00	266.00	252.75	264.50	316.25		
501 20 600		263.50	294.00		319.00	349.00		
601 m 700		298.00	328.00		361.00	389.50		
701 10 800		332.50	362.00		403.00	430,00		
801		367.00	413.00		445.00	490.75		
901 - 20 1000		401.50	447.00		487.00	531.25		
1001 20 1100		447.00	492.00		541.50	584.25		
1101 20 1200		481.50	526.00		583.50	624.75		
1201 10 1300		516.00	543.00		625.50	645.00		
1301 10 1400		562.00	577.00		681.50	685.50		
1401 10 1500		596.50	628.00		723.50	746.25		
1501 to 1600		642.00	673.00		778.00	700.25		
1601 10 1700		676.50	707.00		820.00	839.75		
1701 - 1800		711.00	742.00		862.00	800.25		
1801 10 1900		745.50	775-00		904.00	920.75		
1901 2000		780.00	809.00		946.00	961.25		
over 2000			Notes 1 and 4	1		tas 2 and 5		

Note 1 - The Base Transportation Rate on shipmants over 2000 cubic feet shall be determined on the basis of the 2000 cubic feet rate, plus \$45.50 for each 100 cubic feet.

- Note 2 The Base Transportation Rate on shipments over 2000 cubic feet shall be determined on the basis of 2000 cubic feet rate plus \$53.50 for each 100 cubic feet or fraction thereof over 2000 cubic feet.
- Note 3 Charges for this service shall be determined by the applicable Base Transportation Rate, Milesge Rate and the Accessorial Service charges.

Note 4 - Base Transportation Rate includes charges for the first 20 miles of a move. and for each additional 10 miles or fraction thereof the following will be added to the Base Transportation Rate: 1-man crew - \$7.00; 2-man crew -\$11.50; 3-man crew - \$17.00.

Note 5 - Base Transportation Rate Includes charges for the first 20 miles of a move, and for each additional D miles or fraction thereof the following will be added to the Base Transportation Rate: 1-man crew - \$8.50; 2-man crew -\$14.00; 3-man crew - \$20.25.

Accessorial Services:	Parcentage of Base Transportation Rate				
	Area A.	Area B			
1. Each internal flight of stairs (8 to 20 steps	s) 6 s.	· 6 L			
2. First external flight of stairs (8 to 20 step	na) <u>12</u> %	; 12 s			
 Each additional external flight of stairs (8 to 20 steps) 	6 \$	6 L	•		
 First 50 feet of long carry, after first 75 feet of carry 	. 12 .	12 \$			
 Each additional 50 feet or fraction thereof of long carry 	с. Т. Б.Т.	6 L			
6. Elevator Charge	12 📢	121			
 Rendling charge for Pipe Organs, all Grand Pianos and all other pianos in excess of 38 inches in height (per piece) 	\$ 37.10	\$ 37.10			
 Handling charge for all other types of organs and all other pianos of 38 inches or less in height (par piece) 	\$ 15.90	\$ 15.90			
9. Hand Hoist (per man, per hour)	\$ 22.00	\$ 25.00			
.0. Maiting time charge for each 15 minutes, or fraction thereof, after first 15 minutes	 انیت الا	••			
waiting time (par man)	\$ 5.75	\$ 7.00	• •		
 Extra pickup or delivery charge (per man, par hour, per occurrence) 	\$23.00	\$ 28.00 [.]			
12. Dates labor (par 1/4 hour, per man)	\$ 5.75	\$ 7.00			

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APPENDIX A

D. Palletized Household Goods Move Between Residence and Terminal

Size of Shipment (Cubic Feet)

Base Transportation Rate

•				ويهينها فالبعن بساوت وتسويه والمتباد ويتبني وأخر والبالا				
•	Area A			Area B				
	1-man crev	2-man crew	3-man crew	1-man crew	2-man crew	3-man crew		
0 50 200	\$ 96.50	\$ 170.00	\$ 130.00	\$ 116.75	\$ 134.00	\$ 154.25		
201 10 300	131.50	137.50	181.00	159.25	166.50	215.00		
301 to 400	159.50	172.00	215.00	193.25	208.50			
401 to 500	194.50	206.50	249.00	235.75	250.50	255.50		
501 20 600		252.00	266.00		305.00	296.00		
601 to 700		275.00	311.00		333.00	328.75		
701 00 800		309.50	345.00		375.00	369.25		
801 00 900		344.00	396.00			409.75		
901 to 1000		378.00	413.00		417.00	470.50		
1001 10 1100		424.00	464.00		459.00	490-75		
1101 to 1200		458.50	492.00		513.50	564.00		
1201 - 1300		493.00	526.00		555.50	584.25		
1301 10 1400		527.50	560.00		597-50	624.75		
1401 to 1500		562.00	594.00		639.50	665.25		
1501 10 1600		607.50			681.50	705.75		
1601 10 1700		007.30	639-00	•	736.00	758.75		
1701 20 1800			673.00			799.25		
1801 to 1900			707.00	•		832.75		
			741.00			880_25		
1901 to 2000		•	775-00			920.75		
over 2000		:	Notes 1 and 4		No	tas 2 and 5		

Note 1 -The Base Transportation Rate on shipments over 2000 cubic feet shall be " " determined on the basis of the 2000 cubic feet rate, plus \$45.50 for each 100 cubic feet or fraction thereof over 2000 cubic feet.

- The Base Transportation Rate on shiptents over 2000 cubic feet shall be determined on the basis of 2000 cubic feet rate plus \$53.00 for each 100 cubic feet or fraction thereof over 2000 cubic feet. Note 2 -
- Charges for this service shall be determined by the applicable Base Trans-portation Rate, Mileage Rate and the Accessorial Service charges. Note 3 -

Base Transportation Rate includes charges for the first 20 miles of a move, Note 4 and for each additional 10 miles or fraction thereof the following will be added to the Base Transportation Rate: 1-man crew - \$7.00 ; 2-man crew - \$11.50; 3-man crew - \$17.00.

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Note 5 - Base Transportation Rate Includes charges for the first 20 miles of a move, and for each additional 10 miles or fraction thereof the following will be added to the Base Transportation Rate: 1-man crew - \$8.507 2-man crew - \$14.007 3-man crew - \$20.25.

Accessory	ul Ser	
The second secon		

产	cressorial Services:	Percentage of Base Tra	insucriation Rate
		Ares A	Ares 3
1.	Each internal flight of stairs (8 to 20 steps	s) <u> </u>	6 6
2.	First external flight of stairs (8 to 20 step	>=) 12%	12
3.	Each additional external flight of stairs (8 to 20 steps)	63	61
4.	First 50 fort of long carry, after first 75 feet of carry	• 121	12 1
5.	Each additional 50 feet or fraction thereof of long carry		
6.	Elevator Charge	12	12
7.	Mandling charge for Pipe Organs, all Grand Pianos and all other pianos in excess of 38 inches in height (per piece)	¥ 37.10	\$ 37.10
۱.	Sandling charge for all other types of organs and all other pianos of 38 inches or less in height (par piece)	\$ 15.90	\$ 15.90
9.	Hand Hoist (per man, per hour)	\$ 22.00	\$ 25.00
10.	Waiting time charge for each 15 minutes, or fraction thereof, after first 15 minutes waiting time (per man)	\$ 5.75	\$ 7.00
11.	Extra pictup or delivery charge (per man, par hour, par occurrence	\$ 23.00	\$ 28.00
12.	Detra labor (par 1/4 hour, par man)	\$ 5.75	\$ 7.00

Packing Rates Ε.

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- packing rates apply when service is performed Mondays through Remilar Time Fridays (except holidays) between the hours of 8:00 A.M. and 5:00 P.M.

Orection

- packing rates apply at the written request of shipper or his agent when service is performed during any hours on Saturdays, Sundays or holidays, or between the hours of 5:00 P.M. and 8:00 A.M. Mondays through Fridays.

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Packing rates include only the packing service of carrier furnished containers.

		Packing R	ates	
•	(Do Regular	liars and		·
·			Over	,
	<u>Area A</u>	Area B	Area A	Arez 3
DRUM, DISH PACK (Drum, dish-pack, barrel or other specially designed containers of not less than 5 cu. ft. capacity for use in packing glassware, chinaware, bric-a- brac, table lamps or similar fragile	•	· , · · ·	· · · ·	
Charticles)	\$ 12.35	\$ 14.00	\$17.31	\$19.38
Less than 3 cu. ft. (Not less than 200 1b.				
test) 3 cu. ft.(not less than 200 lb. test) 4.5 cu. ft.(not less than 200 lb. test) 6 cu. ft.(not less than 200 lb. test) 6.5 cu. ft.(not less than 275 lb. test).	3.14 4.90 5.96 6.71 8.09	3.67 5.70 6.92 7.77 9.32	4.42 6.87 8.36 9.43 11.29	5.06 8.04 9.69 10.76
WARDROBE CARTON (not less than 10 cu. ft.) MATTRESS CARTON, CRIB MATTRESS CARTON (not exceeding 39"x75") MATTRESS CARTON (not exceeding 54"x75") MATTRESS CARTON (exceeding 54"x75") MATTRESS CARTON (39"x80")	3.62 2.82 3.41 3.41 5.38 3.41	4.15 3.25 3.89 3.89 6.23	5.06 3.94 4.74 4.74 .7.51	5.43 - 8.63
MATTRESS COVER (Paper or Plastic)	2.08	3.89 2.50	4.74 2.93	5.43 3.41
CORRUCATED CONTAINERS: (Specially designed or constructed for mirrors, paintings, glass or marble tops and similar fragile articles)	·· 11.13	12.83	15.60	17.73
CRATES: (Other than corrugated, specially constructed for mirrors, paintings, glass or marble tops and similar fragile	•	•		· · · · · · · · · · · · · · · · · · ·
articles.) Gross measurement of crate. (Note 1) Minimum charge per crate	4.31 16.99	4.95 18.69	5.96 21.50	6.87 23.59
Note 1: Per cubic foot or fraction thereof. tainer packed.			•	
Note 2: When cartons of more than 3 cu.ft. c for the size carton used, charges sh lower size carton shown.	zpacity are all be based	used and I on the r	no rate i ate for ti	s shown te newt
Note 3: Cubical content must be shown on all	Carrons			

Note 4: In applying charge for mattress cartons, if the size furnished exceeds the dimensions for which charges are shown, the charge for the next greater size shall apply.

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<u>Unpacking Rates</u>

Regular Time - unpacking rates apply when service is performed Mondays through Fridays (except holidays) between the hours of 8:00 A.M. and 5:00 P.M.

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 unpacking rates apply at the written request of shipper or his agent when service is performed during any hours on Saturdays, Sundays, or holidays, or between the hours of 5:00 P.M. and 8:00 A.M. Mondays through Fridays.

Unrecking rates include only the packing service of carrier furnished containers.

	Unpacking Rates (Dollars and Cents)			
•	Regulz		Cver	rtine
	Area A	Area B	Area A	Arez 3
DRUM, DISH PACK (Drum, dish-pack, barrel or other specially designed containers of not less than 5 cu. ft. capacity for use in packing glassware, chinaware, bric-a- brac, table lamps or similar fragile	3.04	\$ 3.62	\$ 4.31	\$ 5.05
Less than 3 cu. ft. (Not less than 200 lb. test). 3 cu. ft. (not less than 200 lb. test) 4.5 cu. ft. (not less than 200 lb. test) 6 cu. ft. (not less than 200 lb. test) 6.5 cu. ft. (not less than 275 lb. test) WARDROBE CARTON (not less than 10 cu. ft.). MATTRESS CARTON, CRIB. MATTRESS CARTON (Exceeding 54"x75") MATTRESS CARTON (Exceeding 54"x75") MATTRESS CARTON (Sereding 54"x75") MATTRESS CONTON (Sereding 54"x75") MATTRESS CONTON (Sereding 54"x75")	.80 1.12 1.54 1.70 1.86 .64 .80 1.17 1.81 1.17 .69	-91 1.33 1.86 2.02 2.18 .75 .91 1.44 2.13 1.44 .80	1.12 1.60 2.13 2.40 2.61 .85 1.12 1.65 2.56 1.65 .96	1.22 1.92 2.52 3.04 1.67 1.22 1.97 2.98 1.97 1.07
glass or marble tops and similar fragile articles) CRATES: (Other than corrugated, specially constructed for mirrors, paintings, glass or marble tops and similar fragile articles.)	2.72	3.25	3.78	4.55
Gross measurement of crate. (Note 1) Minimum charge per crate	.64 2.72	.75 3.24	-85 3-78	1.07 4.53

Note 1: Per cubic foot or fraction thereof. All other charges are for each container unpacked.

Note 2: When cartons of more than 3. cu. ft. capacity are used and no rate is shown for the size carton used, charges shall be based on the rate for the next lower size carton shown.

Note 3: Obical content must be shown on all cartons.

Note 4: In applying charge for mattress cartons, if the size furnished exceeds either 54" in width or 75" in length, the charge for the mattress cartons exceeding 54"x75" will apply.

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G. Distance Moves

Charges for this service shall be determined by the applicable Loading and/or Unloading Rates, Mileage Rate and Accessorial Service charges:

Loading and Unloading Rates:

		 Loading	Rate	Unloadi	ng Rate	
	Size of Shigment	λτου λ	Area B	Area A	Area B	
	Size of Shipment (Cubic Feet) 0 to 200 201 to 300 301 to 400 401 to 500 501 to 600 601 to 700 701 to 800 801 to 900 901 to 1000 1001 to 1100 1001 to 1100 1201 to 1300 1301 to 1400 1401 to 1500 1501 to 1600 1601 to 1700 1701 to 1800 1801 to 1900	Area A \$ 57.00 91.50 114.50 137.50 183.00 206.00 240.50 275.00 298.00 356.00 373.00 407.00 441.00 458.00 503.00 571.00 605.00	Area B \$ 68.50 110.50 138.50 166.50 221.00 249.00 291.00 333.00 361.00 422.25 442.50 543.75 596.75.1 637.25 677.75 718.25	Area A \$ 46.00 69.00 92.00 115.00 138.00 161.00 184.00 218.50 230.00 272.00 289.00 323.00 340.00 374.00 408.00 476.00 510.00	Area B \$ 56.00 84.00 112.00 140.00 168.00 196.00 224.00 266.00 324.00 344.25 384.75 405.00 445.50 486.00 526.50 567.00 607.50	-
	1901 to 2000 Each additional 100	639_00	758.75	544.00	648.00	
	cubic feet or frac- tion thereof, over 2000 cubic feet	\$ 45.00	\$ 53.00	\$ 34.00	\$ 40.50	
<u>A===</u>	essenial Services:			rcentage (•
		_	Area A		Area B	
1.	Each internal flight of sta (8 to 20 steps)	tirs.	<u>λrea λ</u> 68	·	Area B	
•				· · ·	· · ·	
2.	 (8 to 20 steps) First external flight of st (8 to 20 steps) Each additional external fl 	tairs	68	· · · ·	62 123	
2. 3.	<pre>(8 to 20 steps) First external flight of s (8 to 20 steps) Each additional external f stairs (8 to 20 steps) First 50 feet of long carry</pre>	tairs light of	64 124 63		62 122 63	
2. 3.	<pre>(8 to 20 steps) First external flight of s (8 to 20 steps) Each additional external f stairs (8 to 20 steps) First 50 feet of long carry first 75 feet of carry Each additional 50 feet or</pre>	tairs light of y, after	63 123 63 123	-	62 123 63 - 123	
2. 3. 4. 5.	<pre>(8 to 20 steps) First external flight of st (8 to 20 steps) Each additional external f stairs (8 to 20 steps) First 50 feet of long carry first 75 feet of carry Each additional 50 feet or thereof of long carry</pre>	tairs light of y, after	61 121 61 121 - 61		62 122 63 - 123 63	
2. 3. 4. 5. 6.	<pre>(8 to 20 steps) First external flight of s (8 to 20 steps) Each additional external f stairs (8 to 20 steps) First 50 feet of long carry Each additional 50 feet or thereof of long carry Elevator Charge Handling charge for Pipe O Pianos and all other piano</pre>	tairs light of y, after fraction rgans, all Gr s in excess o	61 121 63 121 - 61 121 - 61 123 and		62 123 63 - 123	•
2. 3. 4. 5. 6. 7.	 (8 to 20 steps) First external flight of states (8 to 20 steps) Each additional external flights (8 to 20 steps) First 50 feet of long carry first 75 feet of carry Each additional 50 feet or thereof of long carry Elevator Charge Wandling charge for Pipe OPianos and all other piano 38 inches in height (per phandling charge for all other piano 10 for	tairs light of y, after fraction rgans, all Gr s in excess o viece) her types of	61 121 61 121 - 61 121 - 61 121 - 61 537.10		62 122 63 - 123 63	•
2. 3. 4. 5. 6. 7. 8.	<pre>(8 to 20 steps) First external flight of s (8 to 20 steps) Each additional external f stairs (8 to 20 steps) First 50 feet of long carry first 75 feet of carry Each additional 50 feet or thereof of long carry Elevator Charge Nandling charge for Pipe O Pianos and all other piano 38 inches in height (per pi Handling charge for all ot cryans and all other piano cr less in height. (per piece)</pre>	tairs light of y, after fraction rgans, all Gr s in excess o dece) her types of s of 38 inche ce)	61 121 61 121 - 61 121 - 61 121 - 61 537.10		62 122 63 - 123 63 122	
2. 3. 4. 5. 6. 7. 8.	<pre>(8 to 20 steps) First external flight of s (8 to 20 steps) Each additional external fl stairs (8 to 20 steps) First 50 feet of long carry first 75 feet of carry Each additional 50 feet or thereof of long carry Elevator Charge Nandling charge for Pipe O Pianos and all other piano 38 inches in height (per pi Handling charge for all ot organs and all other piano cr less in height. (per pie Hand Hoist (per man, per h </pre>	tairs light of y, after fraction regans, all Gr s in excess of liece) her types of us of 38 inche ce)	61 121 61 121 - 61 121 - 61 121 - 61 121 537.10 15 537.10 522.00		62 122 63 - 121 63 122 \$37.10	,
2. 3. 4. 5. 6. 7. 8.	<pre>(8 to 20 steps) First external flight of s (8 to 20 steps) Each additional external f stairs (8 to 20 steps) First 50 feet of long carry first 75 feet of carry Each additional 50 feet or thereof of long carry Elevator Charge Nandling charge for Pipe O Pianos and all other piano 38 inches in height (per pi Handling charge for all ot cryans and all other piano cr less in height. (per piece)</pre>	tairs light of y, after fraction ryans, all Gr s in excess o liece) her types of s of 38 inche ce) sour) ach 15 minutes first 15	61 121 61 121 - 61 121 - 61 121 - 61 121 537.10 15 537.10 522.00	.*	62 122 63 - 123 63 122 \$37.10 \$15.90	•
2. 3. 4. 5. 6. 7. 8. 9. 10.	 (8 to 20 steps) First external flight of states (8 to 20 steps) Each additional external flight of states (8 to 20 steps) First 50 feet of long carry first 75 feet of carry Each additional 50 feet or thereof of long carry Elevator Charge Nandling charge for Pipe C Pianos and all other piano 38 inches in height (per pier piers in height. (per pier Band Hoist (per man, per head Hoist (per man, per head time charge for after or first in thereof, after or first pier carry 	tairs light of y, after fraction regans, all Gr s in excess o viece) her types of s of 38 inche ce) wour) sch 15 minutes first 15- man) charge (per	61 121 61 121 - 61 121 - 61 121 - 61 121 - 61 121 - 61 121 - 61 121 - 61 121 - 61 121 - 61 121 - 61 - 121 - 61 - 51 - 51 - 51 - 51 - 51 - 51 - 51 - 5	.*	6% 12% 6% - 12% 6% 12% \$37.10 \$15.90 \$25.00	

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G. Distance Moves - continued.

Mileage Rate

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(In Cents Per Hile)

Size & Distance of Shipment

	8	ş	ŝ	8	8	<u>8</u>	1333	00
F ^e Cubic Fi Niles	•	. 100	<u>R</u>	. 199	ي ج	. 1011	. 181	Over
76 - 80	155	185	200	130	180	170 [,]	170	170
81 - 100	155	190	200	200	205	170	170	170-
101 - 140	130	165	180	180	200	160	160	160
141 - 150	100	135	150	155	175	165	160	160
181 - 220	100	120	135	145	165	165	160	160
221 - 340	80	120	130	135	165	165	175	. 175
341 - 460	65	80	95	120	150	155	175	185
461 - 700	55	75	85	110	135	145	1.75	185
Over 700	50	65	75	95	120	. 135	165	170

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VI. Exceptions from Minimum Rate Tariff 4-B. The following Supplement and Items of Minimum Rate Tariff 4-B will not be applicable to any service provided under the rates set forth herein:

- 1. Supplement 45 Application of Surcharge.
- 2. Item 5 Definition of Technical Terms.

Said definition will be superseded by terms included in the deviation if they are inconsistent with the latter.

- 3. Item 70, except Subparagraph (f).
- 4. Subparagraphs (i), (o), (r), (s) and (u) of Item 130.
- 5. Note 3 of Item 150.
- 6. Items 31.1, 32, 33, 33.5, 33.7, 55, 75, 95, 100; 110, 115, 125, 155, 165, 170, 175, and 180.
- 7. Any other item or provision of the tariff whose terms are inconsistent with the rates, rules and regulations included in the deviation.

(END OF APPENDIX A)

A.82-02-49 ALJ/rr/ks/jn *

Notice of the original filing appeared on the Commission's Daily Calendar of February 24, 1982 and the amendment on the Calendar of April 15, 1982. Copies of the filings were sent to California Moving & Storage Association (CMSA), California Trucking Association, and the Consumer Affairs Branch of the Commission.

Protests to the application were received from two carriers, but both were based on general disagreement with the proposal and lacked any substantive basis for opposition.

The Commission's Transportation Division staff has furnished an Advice of Participation. The staff advises it has tested the Bekins proposal to determine whether the binding estimate charges set forth in its amended application protect the minimum charges named in MRT 4-B. Staff agrees that Bekins' charges exceed the MRT 4-B charges. It cites as an example a shipment weighing 8,000 pounds moving from San Francisco to Los Angeles. The Bekins binding estimate charge on this shipment would exceed the MRT 4-B charge by more than 27%.

The staff has no objection to issuance of an interim opinion granting the application if Bekins is required to (1) maintain a record of hours on local shipments (those not exceeding 50 miles), and (2) secure a weight certificate in connection with distance moves. Hearing will be set for September 42, 1982.

The Commission's Consumer Affairs Branch supports the amended application and urges that an interim decision be issued quickly so that Bekins may offer the service during its peak season which begins in early summer.

The California Teamsters Public Affairs Council (Teamsters) has filed a Motion for Special Procedure in this proceeding. It notes that the CMSA filed Petition 116 in C.5330 on February 24, 1982 requesting that all rates in MRT 4-B be increased by amounts averaging 11%. While we are confident, based upon staff analysis, that the proposed Bekins charge for a shipment of a given cubic measurement will exceed the minimum charge otherwise applicable under MRT 4-B, we also need to be concerned with the level of the Bekins charges vis-avis MRT 4-B rates and charges for shipments actually transported. Presently Bekins is required under MRT 4-B rules to confirm estimated weights by securing a weighmaster's certificate in connection with distance moves weighing 1,000 pounds or more. Under its proposal it would not secure weight certificates and there would be no way to confirm that Bekins has actually transported only a specified cubic footage. There would be no means to verify, for example, that 20, rather than some greater or lesser number of chairs were actually transported in a shipment.

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Bekins has offered in its application to test every tenth shipment to demonstrate that transportation charges exceed those applicable under MRT 4-B. But such a program would totally except the balance of Bekins' distance moves from effective verification of compliance with rates in MRT 4-B. We have stated, in connection with the question of documentation requirements for effective enforcement of minimum rates:

> "The Commission, in this respect, considers documentation the cornerstone to effective regulation." (D.76031 dated August 19, 1969 in C.8909.)

We are considering the desirability of continuing the present minimum rate program applicable to the transportation of uncrated used household goods (C.5330, OSH 100). We may continue the present program or adopt a different method of regulation of this industry. In any case, adequate documentation will almost certainly be an integral part of the adopted program.

In granting this application we will require that Bekins continue to secure weight certificates on all shipments moving over 50 constructive miles except those estimated to weigh under 1,000 pounds.

A.82-02-49 ALJ/rr/ks/jn *

3. In the event rates contained in MRT 4-B are increased while the authority in Appendix A is in effect, Bekins shall demonstrate, prior to the effective date of such increases, that the rates contained in Appendix A protect such increased rates.

4. The authority granted shall expire with December 31, 1982 unless sooner modified or extended by order of the Commission.

5. Hearing on this application will be held in the Commission Courtroom, State Building, 350 McAllister Street, San Francisco on Tuesday, September 24, 1982, at 9:30 a.m. before Administrative Law Judge Lemke.

This order is effective today.

Dated _____ JUN 15 1982____

at San Francisco, California.

JOHN E BRYSON President RICHARD D. GRAVELLE LEONARD M. GRIMES, JR. VICTOR CALVO PRISCILLA C. GREW Commissioners

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