

ORIGINAL

Decision No. 88851 MAY 16 1978

BEFORE THE PUBLIC UTILITIES COMMISSION OF THE STATE OF CALIFORNIA

Application of Schafer Bros.)
 Transfer and Piano Movers, Inc. a)
 California Corporation to Deviate)
 from the Requirements of Tariffs)
 4 B and MRT 2 as they relate to)
 the Limit of Measurement to be)
 observed, (sic) Rules Imposition)
 of Accessorial (sic) Charges,)
 Credit Rule Provisions, C.O.D.)
 Requirements and Other operating)
 Provisions of Said Tariffs (sic))
 for the movement of New and Used)
 Uncrated Pianos, Organs and Un-)
 crated Piano Benches, Organ)
 Benches and unrelated musical)
 accessories (sic) for said pianos)
 and organs.)

Application No. 57747
 (Filed December 19, 1977)
 (Amended March 24, 1978)

INTERIM OPINION AND ORDER

By this application, as amended, Schafer Bros. Transfer and Piano Movers, Inc., a California corporation, requests authority to deviate from the provisions of Minimum Rate Tariffs 2 and 4-B (MRTs 2 and 4-B) in connection with the transportation of new and used uncrated pianos, organs, piano benches, organ benches and related musical accessories for said pianos and organs as follows: (1) units of measurement; (2) issuance of documents; (3) accessorial charges; (4) collection of charges; (5) collect on delivery service and (6) assess rates in dollars and cents per unit in lieu of the rates in cents per 100 pounds in MRTs 2 and 4-B for various piano and organ distributors and retail customers.

Applicant states that it is difficult to determine the weights of the commodities involved because the piano and organ industry does not have a standard reference book of the weights of various models thereof. The weighing enroute at the public scales is impractical because of the special handling required and of the wide variety of sizes and models involving various consignees in

each truckload. The Commission has in the past recognized the specialized method of transporting pianos and organs and has previously authorized the assessing of rates and charges on a basis different than that which is provided in the Minimum Rate Tariffs.¹

Applicant contends that the regular delivery receipt and freight bill used in the transportation industry do not meet the needs of the specialized transportation involving pianos and organs. Therefore, it requests authority to modify the format to suit its purpose.

Applicant maintains that the accessorial charges in the Minimum Rate Tariff are not designed for the transportation of pianos and organs, because each truck is equipped with hydraulic lift gates, piano dollies, piano boards, covers for grand pianos, pads, tool box as needed to assemble and disassemble pianos and special equipment to assist in negotiating steps on stairways.

Applicant declares that it experiences difficulty in complying with the credit rule requirement especially payments involving dealers and manufacturers such as Yamaha International, Sherman-Clay and Hammond Organ where the branches of these companies do not handle payments and the head office wherefrom payments emanate generally adhere to the policy of paying its bills either once in two weeks or once a month. The credit rule deviation is sought only when such dealers and manufacturers become involved. No extension of the credit rule will be given to individuals.

Applicant seeks authority to waive the C.O.D. charges provided in MRTs 2 and 4-B, because the involved commodities range in value from \$500 to \$25,000 and the service charge would in many cases exceed the transportation charges.

Applicant alleges that the rate structures in MRTs 2 and 4-B are not designed for the aforementioned transportation. It seeks authority to assess rates as set forth in Exhibit B. This

¹By Decision 85636, in Application 55976 dated March 30, 1976.
By Decision 86285, in Application 56418, dated August 24, 1976.

rate structure involves reduced rates for high volume shippers which applicant alleges are justified because of the reduced costs of operation derived from the high volume of shipment, less time required for loading and unloading, reduced number of pickups and deliveries, and reduced driving time. Differential rates are also provided for dealer trade-ins since applicant's truck is already at the location and the driving time for the pickup would be eliminated. Trade-ins are in effect "back-hauls" for the piano and organ moving industry.

Applicant points out that the proposed rates are profitable. These rates would provide a daily revenue per truck of approximately \$280. Applicant anticipates to have about 3,000 shipments per month, and to generate a net operating profit of 8 percent on the revenue derived from transportation.

Revenue and expense estimates submitted by applicant indicate that the transportation involved may reasonably be expected to be profitable under the proposed rates.

The application and amendment were listed on the Commission's Daily Calendars of December 20, 1977 and March 27, 1978, respectively. No objection to the granting of the application, as amended, has been received.

In the circumstances, the Commission finds that:

1. The revenue and expense data, although estimates, are sufficient to determine the proposed rates are compensatory, on an interim basis, for transportation performed by applicant.
2. Applicant shall submit actual cost and revenue data for the proposed operation covering a six-month period, within nine months of the effective date of this order.

The Commission concludes that the application should be granted as set forth in the ensuing order and the effective date of this order should be the date hereof because there is an immediate need for this rate relief.

IT IS ORDERED that:

1. Schafer Bros. Transfer and Piano Movers, Inc., a corporation is authorized to depart from the minimum rates and rules, otherwise applicable as specifically requested in the application, and to assess rates and charges no less than those shown in Appendix A and B attached hereto and by this reference made a part hereof.

2. Schafer Bros. Transfer and Piano Movers, Inc. shall submit revenue and cost data for the first six months of operations under the above authority. Such data shall be submitted to the Commission within nine months of the effective date of this order.

3. The authority granted herein shall expire one year after the effective date of this order unless sooner cancelled, modified or extended by further order of the Commission.

The effective date of this order is the date hereof.

Dated at San Francisco, California, this 16th day
of MAY 1, 1978.

Robert B. Bismuth
President
William J. Lyons Jr.
Leon L. Sturgeon
Clayton R. Chavali
Clair J. Schiele
Commissioners

APPENDIX A

Carrier shall not be responsible for damage to sidewalks, driveways, stairways or easement due to weight or size of instrument.

SPECIAL INSTRUCTIONS:

DESCRIPTION OF ARTICLES:		Condition	Rate	Amt
<u>ACCESSORIAL CHARGES</u>				
A. Flights				
B. Steep driveways				
C. Elevator				
D. Extended elevator				
E. Carries				
F. Additional labor				
G. Other				
H. Weight moves:		Class:		
Received by carrier in condition noted	Van No.	Total		
	Driver	Prepaid		
	Helper	Bal. to Collect		
Driver				

Received by consignee
in good condition except as noted and further claim is hereby waived.

Date Received

CARTAGE TICKET
(END OF APPENDIX A)

APPENDIX B

A. DEFINITIONS OF TECHNICAL TERMS

1. SPINET PIANOS
Vertical pianos with a height not to exceed 36 inches.
2. CONSOLE PIANOS
Vertical pianos with a height in excess of 36 inches but not in excess of 42 inches.
3. STUDIO UPRIGHT PIANOS
Vertical pianos with a height in excess of 42 inches but not in excess of 46 inches.
4. UPRIGHT PIANOS
Vertical pianos with a height in excess of 46 inches.
5. PLAYER UPRIGHT PIANOS
Vertical pianos with a height in excess of 42 inches and with an electric pump player mechanism built into the case.
6. SPINET ORGANS
Organs in which the pedals do not detach before moving and/or with a maximum of 2 - 44 noted keyboards with one octave attached.
7. CONSOLE ORGANS
Organs with detachable pedals and/or with more than 2 - 44 noted keyboards with more than one octave attached.
8. CONCERT ORGANS
Organs with detachable pedals and a size in excess of 44 inches high, 31 inches wide and 56 inches long, and/or a combined cube in excess of 44 cubic feet.
9. BABY GRAND PIANOS
Grand pianos with a length not to exceed 6 feet.
10. STUDIO GRAND PIANOS
Grand pianos in excess of 6 feet in length but not in excess of 6 feet 6 inches.
11. PARLOR GRAND PIANOS
Grand pianos in excess of 6 feet 6 inches in length but not in excess of 7 feet 6 inches.
12. CONCERT GRAND PIANOS
Grand pianos in excess of 7 feet 6 inches in length but not in excess of 9 feet.

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13. PLAYER BABY GRAND PIANOS
Grand pianos with a length not in excess of 6 feet and with an electric or pump player mechanism attached to the case.
14. PLAYER STUDIO GRAND PIANOS
Grand pianos with a length that is in excess of 6 feet but not in excess of 6 feet 6 inches and with an electric or pump player mechanism attached to the case.
15. PLAYER PARLOR GRAND PIANOS
Grand pianos with a length that is in excess of 6 feet 6 inches but not in excess of 7 feet 6 inches and with an electric or pump player mechanism attached to the case.
16. PLAYER CONCERT GRAND PIANOS
Grand pianos with a length in excess of 7 feet 6 inches but not in excess of 9 feet with an electric or pump player mechanism attached to the case.
17. STORAGE WAREHOUSE
Any building wherein units are stored or held awaiting distribution; not used primarily for sale to the general public.
18. RETAIL STORE
Any building whose primary purpose is to house units for direct sales to the public.
19. FLOOR MOVES
Any move in which the point of origin and point of destination is wholly within the same building.
20. POINT OF ORIGIN
The precise location at which the unit and/or units is/are physically delivered by the consignor or his agent into the custody of the carrier for transportation or movement.
21. POINT OF DESTINATION
The precise location at which the unit and/or units is/are tendered for physical delivery into the custody of the consignee or his agent by carrier.
22. TRADE-INS AND/OR EXCHANGES
When a shipper has cause to move a unit and/or units from a point of origin in one building to a point of destination in another building and on the same shipping document return another unit and/or units from the point of destination and deliver it/them back to the original point of origin.

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23. UNIT OF EQUIPMENT
An enclosed van designed for piano and organ moving.
24. STEEP DRIVEWAYS
Driveways and/or entryways that are constructed as a steep incline and in which the truck is not able to drive on to alleviate the incline, forcing the movers to negotiate the incline physically. All driveways and/or entryways in excess of 20 degrees.
25. ELEVATOR SERVICE
When the unit fits into an elevator without having to put on end, on its keyboard or disassembled.
26. EXTENDED ELEVATOR SERVICE
When the unit must be put on its end, on its keyboard or disassembled to fit into the elevator.
27. CARRIES
When the ingress and/or egress cannot be made over fully paved surfaces or solid flooring and the unit must be hand carried and/or slid across said terrain.
28. UNIT
Any of the above described pianos and organs.
29. STOCK TRANSFER
The movements from a warehouse maintained by a dealer or manufacturer to another facility maintained by the same dealer or manufacturer.

APPENDIX B

SCHEDULE #1 (4 or less moves per month)

MODEL	ZONE #1 - 10 MILES OR LESS	ZONE #2 MORE THAN 10 BUT LESS THAN 20 MILES
SPINET PIANO	\$27.50	\$33.00
CONSOLE PIANO	\$27.50	\$33.00
STUDIO UPRIGHT PIANO	\$27.50	\$33.00
UPRIGHT PIANO	\$33.00	\$38.50
PLAYER UPRIGHT PIANO	\$38.50	\$44.00
SPINET ORGAN	\$27.50	\$33.00
CONSOLE ORGAN	\$38.50	\$44.00
CONCERT ORGAN	\$55.00	\$60.50
BABY GRAND PIANO	\$38.50	\$44.00
STUDIO GRAND PIANO	\$38.50	\$44.00
PARLOR GRAND PIANO	\$49.50	\$55.00
CONCERT GRAND PIANO	\$60.50	\$66.00
PLAYER BABY GRAND PIANO	\$49.50	\$55.00
PLAYER STUDIO GRAND PIANO	\$60.50	\$66.00
PLAYER PARLOR GRAND PIANO	\$71.50	\$77.00
PLAYER CONCERT GRAND PIANO	\$93.50	\$99.00

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SCHEDULE #2 (5 to 20 moves per month)

MODEL	ZONE #1	ZONE #2
SPINET PIANO	\$16.50	\$20.90
CONSOLE PIANO	\$16.50	\$20.90
STUDIO UPRIGHT PIANO	\$16.50	\$20.90
UPRIGHT PIANO	\$16.50	\$20.90
PLAYER UPRIGHT PIANO	\$17.60	\$20.90
SPINET ORGAN	\$16.50	\$20.90
CONSOLE ORGAN	\$19.25	\$23.65
CONCERT ORGAN	\$29.15	\$39.60
SPEAKER WITH ORGAN	\$ 5.50	\$ 5.50
SPEAKER ONLY	\$16.50	\$18.15
BABY GRAND PIANO	\$19.25	\$23.65
STUDIO GRAND PIANO	\$19.25	\$23.65
PARLOR GRAND PIANO	\$45.65	\$50.60
CONCERT GRAND PIANO	\$50.00	\$55.00
PLAYER BABY GRAND PIANO	\$21.45	\$26.40
PLAYER STUDIO GRAND PIANO	\$40.15	\$49.50
PLAYER PARLOR GRAND PIANO	\$66.00	\$77.00
PLAYER CONCERT GRAND PIANO	\$77.00	\$88.00

STOCK TRANSFER - WAREHOUSE TO
STORE OR STORE TO STORE

SPINET PIANO	\$12.10
CONSOLE PIANO	\$12.10
STUDIO UPRIGHT PIANO	\$12.10
UPRIGHT PIANO	\$14.30
PLAYER UPRIGHT PIANO	\$15.40
SPINET ORGAN	\$12.10
CONSOLE ORGAN	\$17.60
CONCERT ORGAN	\$24.75
SPEAKER WITH ORGAN	\$ 5.50
SPEAKER ONLY	\$ 9.90
BABY GRAND PIANO	\$17.05
STUDIO GRAND PIANO	\$17.05
PARLOR GRAND PIANO	\$29.15
CONCERT GRAND PIANO	\$39.60
PLAYER BABY GRAND PIANO	\$19.25
PLAYER STUDIO GRAND PIANO	\$29.15
PLAYER PARLOR GRAND PIANO	\$44.00
PLAYER CONCERT GRAND PIANO	\$49.50

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SCHEDULE #3 (20 to 50 moves per month)

MODEL	ZONE #1	ZONE #2
SPINET PIANO	\$15.95	\$20.35
CONSOLE PIANO	\$15.95	\$20.35
STUDIO UPRIGHT PIANO	\$15.95	\$20.35
UPRIGHT PIANO	\$15.95	\$20.35
PLAYER UPRIGHT PIANO	\$17.00	\$20.35
SPINET ORGAN	\$15.95	\$20.35
CONSOLE ORGAN	\$18.70	\$23.10
CONCERT ORGAN	\$28.60	\$38.50
SPEAKER WITH ORGAN	\$ 5.50	\$ 5.50
SPEAKER ONLY	\$15.95	\$17.60
BABY GRAND PIANO	\$18.70	\$23.10
STUDIO GRAND PIANO	\$18.70	\$23.10
PARLOR GRAND PIANO	\$45.10	\$49.50
CONCERT GRAND PIANO	\$49.50	\$50.00
PLAYER BABY GRAND PIANO	\$20.90	\$25.30
PLAYER STUDIO GRAND PIANO	\$39.60	\$44.00
PLAYER PARLOR GRAND PIANO	\$60.50	\$71.50
PLAYER CONCERT GRAND PIANO	\$71.50	\$82.50

STOCK TRANSFER

SPINET PIANO	\$11.55
CONSOLE PIANO	\$11.55
STUDIO UPRIGHT PIANO	\$11.55
UPRIGHT PIANO	\$13.75
PLAYER UPRIGHT PIANO	\$14.85
SPINET ORGAN	\$11.55
CONSOLE ORGAN	\$17.05
CONCERT ORGAN	\$24.20
SPEAKER WITH ORGAN	\$ 5.50
SPEAKER ONLY	\$ 9.35
BABY GRAND PIANO	\$17.05
STUDIO GRAND PIANO	\$17.05
PARLOR GRAND PIANO	\$28.60
CONCERT GRAND PIANO	\$38.50
PLAYER BABY GRAND PIANO	\$18.70
PLAYER STUDIO GRAND PIANO	\$28.60
PLAYER PARLOR GRAND PIANO	\$44.00
PLAYER CONCERT GRAND PIANO	\$49.50

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SCHEDULE #4 (50 to 100 moves per month)

MODEL	ZONE #1	ZONE #2
SPINET PIANO	\$15.40	\$19.80
CONSOLE PIANO	\$15.40	\$19.80
STUDIO UPRIGHT PIANO	\$15.40	\$19.80
UPRIGHT PIANO	\$15.40	\$19.80
PLAYER UPRIGHT PIANO	\$16.50	\$20.35
SPINET ORGAN	\$15.40	\$19.80
CONSOLE ORGAN	\$18.15	\$22.55
CONCERT ORGAN	\$28.05	\$33.00
SPEAKER WITH ORGAN	\$ 5.50	\$ 5.50
SPEAKER ONLY	\$15.40	\$16.50
BABY GRAND PIANO	\$18.15	\$22.55
STUDIO GRAND PIANO	\$18.15	\$22.55
PARLOR GRAND PIANO	\$44.00	\$48.40
CONCERT GRAND PIANO	\$49.50	\$52.80
PLAYER BABY GRAND PIANO	\$20.35	\$24.20
PLAYER STUDIO GRAND PIANO	\$38.50	\$44.00
PLAYER PARLOR GRAND PIANO	\$60.50	\$66.00
PLAYER CONCERT GRAND PIANO	\$71.50	\$77.00

STOCK TRANSFER

SPINET PIANO	\$11.00
CONSOLE PIANO	\$11.00
STUDIO UPRIGHT PIANO	\$11.00
UPRIGHT PIANO	\$13.20
PLAYER UPRIGHT PIANO	\$13.75
SPINET ORGAN	\$11.00
CONSOLE ORGAN	\$16.50
CONCERT ORGAN	\$23.10
SPEAKER WITH ORGAN	\$ 5.50
SPEAKER ONLY	\$ 8.80
BABY GRAND PIANO	\$16.50
PARLOR GRAND PIANO	\$27.50
STUDIO GRAND PIANO	\$16.50
CONCERT GRAND PIANO	\$33.00
PLAYER BABY GRAND PIANO	\$17.60
PLAYER STUDIO GRAND PIANO	\$27.50
PLAYER PARLOR GRAND PIANO	\$44.00
PLAYER CONCERT GRAND PIANO	\$49.50

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SCHEDULE #5 (100 or more moves per month)

MODEL	ZONE #1	ZONE #2
SPINET PIANO	\$14.85	\$19.25
CONSOLE PIANO	\$14.85	\$19.25
STUDIO UPRIGHT PIANO	\$14.85	\$19.25
UPRIGHT PIANO	\$14.85	\$19.25
PLAYER UPRIGHT PIANO	\$15.95	\$19.25
SPINET ORGAN	\$14.85	\$19.25
CONSOLE ORGAN	\$17.60	\$22.00
CONCERT ORGAN	\$27.50	\$33.00
SPEAKER WITH ORGAN	\$ 5.50	\$ 5.50
SPEAKER ONLY	\$14.85	\$16.50
BABY GRAND PIANO	\$17.60	\$22.00
STUDIO GRAND PIANO	\$17.60	\$22.00
PARLOR GRAND PIANO	\$44.00	\$48.40
CONCERT GRAND PIANO	\$49.50	\$52.80
PLAYER BABY GRAND PIANO	\$19.80	\$23.10
PLAYER STUDIO GRAND PIANO	\$33.00	\$38.50
PLAYER PARLOR GRAND PIANO	\$60.50	\$66.00
PLAYER CONCERT GRAND PIANO	\$71.50	\$77.00

STOCK TRANSFER

SPINET PIANO	\$11.00
CONSOLE PIANO	\$11.00
STUDIO UPRIGHT PIANO	\$11.00
UPRIGHT PIANO	\$13.20
PLAYER UPRIGHT PIANO	\$13.75
SPINET ORGAN	\$11.00
CONSOLE ORGAN	\$16.50
CONCERT ORGAN	\$22.00
SPEAKER WITH ORGAN	\$ 5.50
SPEAKER ONLY	\$ 8.80
BABY GRAND PIANO	\$16.50
STUDIO GRAND PIANO	\$16.50
PARLOR GRAND PIANO	\$27.50
CONCERT GRAND PIANO	\$33.00
PLAYER BABY GRAND PIANO	\$17.60
PLAYER STUDIO GRAND PIANO	\$27.50
PLAYER PARLOR GRAND PIANO	\$44.00
PLAYER CONCERT GRAND PIANO	\$49.50

APPENDIX B

When the distance between the point of origin and the point of destination exceeds 20 miles but does not exceed 60 miles the additional minimum charge will be \$1.00 per mile in excess of 20 miles.

TRADE-INS AND/OR EXCHANGES - RATES ONLY TO APPLY TO COMMERCIAL.

Trade-ins and/or exchanges will be assessed at \$5.00 less than the initial delivery charge for spinet pianos, console pianos, upright pianos, spinet organs and speakers.

Trade-ins and/or exchanges will be assessed at \$4.00 less than the initial delivery charge for player upright pianos, console organs, concert organs, baby grand pianos, studio grand pianos, parlor grand pianos, concert grand pianos, player baby grand pianos, player studio grand pianos, player parlor grand pianos and player concert grand pianos.

No charge will be assessed for legs, lyres, pedal assemblies, or benches when moved with the unit they belong with.

PICK-UP AND/OR DELIVERY OTHER THAN GROUND FLOOR

When shipments are picked up or delivered or both, at other than ground floor, the following additional charges per pick-up or delivery per flight and/or carries and/or elevator will be assessed:

STAIRS - PER FLIGHT * - **

SPINET PIANO.....	\$ 5.50
CONSOLE PIANO.....	\$ 5.50
STUDIO UPRIGHT PIANO.....	\$ 5.50
UPRIGHT PIANO.....	\$ 5.50
PLAYER UPRIGHT PIANO.....	\$11.00
SPINET ORGAN.....	\$ 5.50
CONSOLE ORGAN.....	\$ 5.00
CONCERT ORGAN.....	\$11.00
BABY GRAND PIANO.....	\$ 5.50
STUDIO GRAND PIANO.....	\$11.00
PARLOR GRAND PIANO.....	\$16.50
CONCERT GRAND PIANO.....	\$16.50
PLAYER BABY GRAND PIANO.....	\$11.00
PLAYER STUDIO GRAND PIANO.....	\$11.00
PLAYER PARLOR GRAND PIANO.....	\$22.00
PLAYER CONCERT GRAND PIANO.....	\$27.50

* Flight of stairs will be assessed as follows:

- 1 flight = 7 to 20 steps
- 2 flights = 21 to 30 steps
- 3 flights = 31 to 40 steps
- 1 to 10 step increments thereafter, constitutes 1 additional flight of stairs.

** Stages in excess of 36 inches in height will be assessed as 1 flight.

STEEP DRIVEWAYS

SPINET PIANO.....	\$ 5.50
CONSOLE PIANO.....	\$ 5.50
STUDIO UPRIGHT PIANO.....	\$ 5.50
UPRIGHT PIANO.....	\$ 5.50
PLAYER UPRIGHT PIANO.....	\$11.00
SPINET ORGAN.....	\$ 5.50
CONSOLE ORGAN.....	\$ 5.50
CONCERT ORGAN.....	\$11.00
BABY GRAND PIANO.....	\$ 5.50
STUDIO GRAND PIANO.....	\$11.00
PARLOR GRAND PIANO.....	\$16.50
CONCERT GRAND PIANO.....	\$16.50
PLAYER BABY GRAND PIANO.....	\$11.00
PLAYER STUDIO GRAND PIANO.....	\$11.00
PLAYER PARLOR GRAND PIANO.....	\$22.00
PLAYER CONCERT GRAND PIANO.....	\$27.50

ELEVATOR SERVICE

SPINET PIANO.....	\$ 5.50
CONSOLE PIANO.....	\$ 5.50
STUDIO UPRIGHT PIANO.....	\$ 5.50
UPRIGET PIANO.....	\$ 5.50
PLAYER UPRIGHT PIANO.....	\$ 5.50
SPINET ORGAN.....	\$ 5.50
CONSOLE ORGAN.....	\$ 5.50
CONCERT ORGAN.....	\$ 5.50
BABY GRAND PIANO.....	\$ 5.50
STUDIO GRAND PIANO.....	\$ 5.50
PARLOR GRAND PIANO.....	\$ 5.50
CONCERT GRAND PIANO.....	\$ 5.50
PLAYER BABY GRAND PIANO.....	\$ 5.50
PLAYER STUDIO GRAND PIANO.....	\$ 5.50
PLAYER PARLOR GRAND PIANO.....	\$ 5.50
PLAYER CONCERT GRAND PIANO.....	\$ 5.50

EXTENDED ELEVATOR SERVICE

SPINET PIANO.....	\$ 5.50
CONSOLE PIANO.....	\$ 5.50
STUDIO UPRIGHT PIANO.....	\$ 5.50
UPRIGHT PIANO.....	\$ 5.50
PLAYER UPRIGHT PIANO.....	\$ 5.50
SPINET ORGAN.....	\$ 5.50
CONSOLE ORGAN.....	\$ 5.50
CONCERT ORGAN.....	\$ 5.50
BABY GRAND PIANO.....	\$16.50
STUDIO GRAND PIANO.....	\$16.50
PARLOR GRAND PIANO.....	\$27.50
CONCERT GRAND PIANO.....	\$33.00
PLAYER BABY GRAND PIANO.....	\$16.50
PLAYER STUDIO GRAND PIANO.....	\$22.00
PLAYER PARLOR GRAND PIANO.....	\$55.00
PLAYER CONCERT GRAND PIANO.....	\$66.00

APPENDIX B

CARRIERS

SPINET PIANO.....	\$ 5.50
CONSOLE PIANO.....	\$ 5.50
STUDIO UPRIGHT PIANO.....	\$ 5.50
UPRIGHT PIANO.....	\$ 5.50
PLAYER UPRIGHT PIANO.....	\$ 5.50
SPINET ORGAN.....	No additional charge
CONSOLE ORGAN.....	\$ 5.50
CONCERT ORGAN.....	\$11.00
BABY GRAND PIANO.....	\$11.00
STUDIO GRAND PIANO.....	\$16.50
PARLOR GRAND PIANO.....	\$11.00
CONCERT GRAND PIANO.....	\$16.50
PLAYER BABY GRAND PIANO.....	\$11.00
PLAYER STUDIO GRAND PIANO.....	\$16.50
PLAYER PARLOR GRAND PIANO.....	\$22.00
PLAYER CONCERT GRAND PIANO.....	\$27.50

ADDITIONAL LABOR CHARGES

The normal labor for piano and organ moving is two men, with one unit of equipment. Work requiring additional labor will be charged at the following rate:

\$18.70 per man hour for the first man and \$14.30 per man hour for each additional man. This minimum hourly rate is for traveling time as well as direct labor time. Hourly rate includes equipment charges for dollies, pads, board and straps.

Waiting time for time waited beyond the control of the carrier will be calculated at \$33.00 per hour for two men and one unit of equipment.

Time moves (moves requiring a timed appointment) will be assessed at a minimum rate of \$33.00 per hour for two men and one unit of equipment for time used to make such time moves.

Floor Moves - \$18.70 per man for the first man and \$14.30 per hour for each additional man. This minimum hourly rate is for traveling time as well as direct labor time. Hourly rate includes equipment charges for dollies, pads, boards and straps.

(END OF APPENDIX B)