

**HOUSEHOLD GOODS CARRIER  
 PERMIT APPLICATION**

RECEIVED  
 JUL 03 2006  
 WASH. UT & TP. COMM

TV-061135

Type of Household Goods Authority Requested – Check one	Fee Required
<input type="checkbox"/> Emergency temporary authority (to meet an urgent need for up to thirty days) - Complete pages 1 - 5 and Attachment E	\$ 50
<input type="checkbox"/> Temporary authority (to meet a short-term need) – Complete pages 1 - 5 and Attachment A	\$ 250
<input checked="" type="checkbox"/> Permanent authority (at least six months must be served on a temporary provisional basis) – Complete pages 1 - 5 and Attachment A	\$ 550
<input type="checkbox"/> Permanent authority to transfer or acquire control resulting in a change in ownership or controlling interest (at least six months must be served on a temporary provisional basis) – Complete pages 1 - 5 and Attachment B	\$ 550
<input type="checkbox"/> Permanent authority to transfer or acquire control under the exceptions in WAC 480-15-260 – Complete pages 1 - 5 and Attachments B & C	\$ 250
<input type="checkbox"/> Reinstatement of permit (must be filed within 30 or 60 days of cancellation, depending on criteria set forth in WAC 480-15-460) – Complete pages 1 - 2 and include a statement justifying the reinstatement	\$ 250
<input type="checkbox"/> Name Change – Complete page 1 and Attachment D	\$ 35
<input type="checkbox"/> Extension of authority – Complete pages 1 - 5 and Attachment A	\$ 550

**TYPE OF PAYMENT**

Check     Money Order     Amex     Discover     Mastercard     Visa

Expiration Date: \_\_\_\_\_ Amount: \$550    CHK# 1164

CERTIFICATION: I, the undersigned, under penalty for false statement, certify that the following information is true and correct, that I am authorized to execute and file this document on behalf of the applicant, and that all information on file is current and valid.

Name (printed): RICHARD CLENDENEN    Date: 6-30-06  
 Signature: Richard Clendenen    Title: VP OPERATIONS

**FOR OFFICIAL USE ONLY**

Date Filed: <u>7/1/06</u>	Application #: <u>P79465</u>	Motcar: <u>44533</u>	Permit Issued: HG- <u>62423</u>
Staff Assigned: <u>[Signature]</u>	Insurance: <u>0002384 ON</u>	Inspection: <u>[Signature]</u>	DOL/SOS: <u>OK/OK</u>
Reception #: <u>111-0268-207-02</u>	<u>550.00</u>	<u>111-0268-202-01</u>	<u>111-0268-013-20</u>

**BUSINESS INFORMATION**

Name of Applicant HERE2THERE, INC.  
(must be individual, partners of a partnership, or corporation)

D.B.A.

Trade Name, if applicable TWO MEN AND A TRUCK

Physical Address 1609 CENTRAL AVE. S, SUITE J KENT, WA 98032

Mailing Address (SAME)

Telephone Number ( 1253-275-7248 ) Fax Number ( 1253-852-4089 )

UBI # 602-593-599 Email: rickc0212@us.TWOMENANDATRUCK.COM

**TYPE OF BUSINESS STRUCTURE**

- Individual     Partnership     Corporation     Other \_\_\_\_\_  
(LP, LLP, LLC)

List the name, title, and percentage of partner's share or stock distribution for major stockholders:

<u>Name</u>	<u>Title</u>	<u>Stock Distribution or Percentage of Shares</u>
<u>GAIL KELLEY</u>	<u>PRESIDENT</u>	<u>51%</u>
<u>RICK CLENDENEN</u>	<u>VP OPERATIONS</u>	<u>25%</u>
<u>GLENN A CLENDENEN</u>	<u>SECRETARY</u>	<u>24%</u>

Choose one of the following for the territory in which you wish to operate:

- All counties in the State of Washington  
 The following named counties only: \_\_\_\_\_

Describe the services you wish to provide. Explain how your services will enhance customer choice, promote competition, or fill an unmet need for service: MOVING, PACKING, UNPACKING FOR HOMES AND BUSINESS, WE WILL BE A HIGH QUALITY, CUSTOMER SERVICE ORIENTED COMPANY CONSISTENT WITH THE TWO MEN AND A TRUCK COMPANY DIRECTION

Briefly describe your experience in the transportation/household goods moving industry: TWO MEN AND A TRUCK HAS BEEN MOVING CUSTOMERS SINCE 1985. THEY NOW HAVE 180 OPERATIONS IN THE US. WE ARE NEW TO THE SEATTLE AREA BUT HAVE COMPLETED THEIR TRAINING SUCCESSFULLY.

Do you currently hold, or have you ever held, a permit to operate as a motor carrier of property?  
 No  Yes If yes, please indicate your permit number: \_\_\_\_\_

Have you ever applied for and been denied a permit to operate as a motor carrier of property?  
 No  Yes If yes, please explain: \_\_\_\_\_

Do you currently operate interstate?  No  Yes If yes, please indicate your:  
 DOT# \_\_\_\_\_ MC# \_\_\_\_\_ Single State Registration Base State \_\_\_\_\_

Do you operate interstate as an agent of another company?  No  Yes If yes, what is the name of the company? \_\_\_\_\_

Do you have, or have you ever had a business related legal proceeding against you in Washington, or in any other state?  No  Yes If yes, please explain: \_\_\_\_\_

Have you ever been convicted of a Class A or B Felony?  No  Yes If yes, please explain: \_\_\_\_\_

Have you been cited for violation of state laws or Commission rules?  No  Yes If yes, please explain: \_\_\_\_\_

<b>FINANCIAL STATEMENT</b>			
You may attach a Balance Sheet, Profit and Loss Statement, or business plan if available <span style="float: right;"><i>(ATTACHED)</i></span>			
<b>ASSETS</b>		<b>LIABILITIES</b>	
Cash in Bank	\$	Salaries/Wages Payable	\$
Notes Receivable	\$	Accounts Payable	\$
Accounts Receivable	\$	Notes Payable	\$
Investments	\$	Mortgages Payable	\$
Other Current Assets	\$	Other	\$
Prepaid Expenses	\$	<b>TOTAL LIABILITIES</b>	\$
Land and Buildings	\$	<b>NET WORTH</b>	
Trucks and Trailers	\$	Preferred Stock	\$
Office Furniture	\$	Common Stock	\$
Other Equipment	\$	Retained Earnings	\$
Other Assets	\$	Capital	\$
<b>TOTAL ASSETS</b>	<b>\$</b>	<b>TOTAL LIABILITIES &amp; NET WORTH</b>	<b>\$</b>

## EQUIPMENT LIST

Describe the equipment that will be used (attach additional sheets if necessary). Vehicles must pass inspection and be issued a valid Commercial Vehicle Safety Alliance inspection decal before your application may be granted.

Year	Make	License Number	Vehicle ID Number	Gross Vehicle Weight
	Note: SEE ATTACHMENT			
	4 TRUCKS			

### SAFETY AND OPERATIONS

In each of the categories shown below, list the person and position responsible for understanding and complying with the Federal Motor Carrier Safety Regulations (FMCSR) and Washington State Laws and rules. Please refer to the WAC rules, Fact Sheets, and publication "Your Guide to Achieving a Satisfactory Safety Rating" for assistance with requirements that may apply to your specific operations.

#### SAFETY RESPONSIBILITIES

**COMMERCIAL DRIVERS LICENSE (CDL) REQUIREMENTS (Title 49, Code of Federal Regulations Part 383)** Any driver who operates a vehicle that meets the definition of a commercial motor vehicle must have a valid CDL.

Name: RICHARD CLENDENEN      Position: VP OPERATIONS

**DRIVER QUALIFICATION REQUIREMENTS (Title 49, Code of Federal Regulations Part 391)** Driver's must meet minimum qualification requirements and each company must maintain driver qualification files for each driver.

Name: (SAME)      Position:

**DRIVERS HOURS OF SERVICE (Title 49, Code of Federal Regulations Part 395)** Drivers must maintain logs and each company must maintain true and accurate hours of service records for each driver.

Name: (SAME)      Position:

**CONTROLLED SUBSTANCES AND ALCOHOL TESTING (Title 49, Code of Federal Regulations Part 382 & Part 40)** Any person who drives a commercial motor vehicle requiring a CDL must be in a Controlled Substance and Alcohol Testing program that complies with the FMCSR in 49 CFR Part 382 and 49 CFR Part 40.

Name: (SAME)      Position:

Each company will have in place a system for complying with FMCSR governing alcohol and controlled substances testing requirement (49 CFR Part 382 and 49 CFR Part 40)

**VEHICLE INSPECTION, REPAIR, AND MAINTENANCE (Title 49, Code of Federal Regulations Part 396)** Companies must ensure that each motor vehicle operated is regularly inspected, repaired, and maintained.

Name: (SAME)      Position:

**INSURANCE REQUIREMENTS (WAC 480-15-530)** All companies must file and maintain proof of public liability and property damage insurance covering vehicles operated. (\$300,000 minimum coverage for vehicles under 10,000 pounds GVWR and \$750,000 minimum coverage for vehicles 10,000 pounds GVWR or more)

Name: (SAME)      Position:

**CARGO INSURANCE REQUIREMENTS (WAC 480-15-550)** All companies must maintain cargo insurance coverage. (\$10,000 for household goods transported in motor vehicles under 10,000 pounds GVWR and \$20,000 for vehicles 10,000 pounds GVWR or more)

Name: (SAME)      Position:

**OPERATIONAL RESPONSIBILITIES**

**ANNUAL REPORTS and REGULATORY FEES (WAC 480-15-480)** Companies must annually file a report of their financial operations and pay regulatory fees.

Name: RICHARD CLENDENEN Position: VP OPERATIONS

**STATE OF WASHINGTON – general laws, rules and regulations:** Individuals and companies doing business in the state of Washington must comply with the regulations of local, state, and federal agencies. Please state the name and position of the person in your organization who will be responsible for ensuring compliance with the laws of the state of Washington, such as, but not limited to: Department of Labor and Industries (industrial insurance, safety, prevailing wage); Department of Licensing (vehicle and drivers licenses, business licensing, Unified Business Identifier (UBI number), fuel permits, fuel tax); Secretary of State (corporate registrations); Department of Transportation (over-size or over-weight permits); Department of Revenue and Internal Revenue Service (taxes); and Employment Security.

Name: RICHARD CLENDENEN Position: VP OPERATIONS

**DECLARATION OF APPLICANT:**

*I understand that filing this application does not in itself constitute authority to operate as a household goods mover.*

*As the applicant for a household goods permit, I understand the responsibilities of a motor carrier, and I am in compliance with all local, state, and federal regulations governing businesses, including household goods movers, in the state of Washington.*

*I understand that if the Commission grants my application as a new entrant I will be granted temporary authority to provide service as a household goods carrier on a provisional basis for at least six months. During this time, the Commission will evaluate whether I have met the criteria in WAC 480-15-330 to obtain permanent authority. I also understand that I must comply with all conditions placed on my temporary permit and that failure to do so will result in cancellation of my permit.*

*I certify or declare under penalty of perjury under the laws of the State of Washington that the information contained in this application is true and correct.*

RICHARD CLENDENEN Richard Clendenen 6-30-06 OFFICE  
Print name of applicant Signature of Applicant Date & Place

*Equipment list*

**Attachment: Washiington UTC, Household Goods Moving Permit Application**

**Subject: Truck Information**

**As of 6-30-06**

**HERE2THERE, Inc. d.b.a TWO MEN AND A TRUCK  
1609 Central Ave. S, Suite J  
Kent, WA 98032**

**Our trucks are being leased from the Penske Corporation and are currently scheduled to be delivered July 24, 2006. They are all new, information as follows:**

**Manufacturer: IHC International**

**Model: 4300LP      Model Year: 2007      GVWR: 25,500 lbs**

**VIN Numbers are:**

1. 1HTMNAAL47H457295
2. 1HTMNAAL67H457296
3. 1HTMNAAL87H457297
4. 1HTMNAALX7H457298

**Signed:**



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**Richard Clendenen**

# ***HERE2THERE, Inc.***

**Business Plan**  
**(Private & Confidential)**

March 2006  
V03

## Executive Summary

The purpose of **HERE2THERE, Inc.** will be to execute the start up and continued operation of franchised movers in the Seattle, WA metropolitan area. The franchisor will be **TWO MEN AND A TRUCK (TMTI)** with home corporate operations in Lansing, MI. **HERE2THERE** will draw upon the experience of our ownership as well as the training, guidelines and direction of the franchisor to provide residential and commercial moving experiences that will be high quality as well as a good cost value.

The owners are:

Gail Kelley of Columbus, OH

Rick & Glenna Clendenen of Manitowish Waters, WI

Gail Kelley has operated a successful TMTI franchise in Columbus, OH for 13 years. The new locations in the Seattle area will be started and directed by the Clendenen's who will be re-locating to the Seattle area prior to the start of operations. The Here2there operations will be modeled after both the current Columbus operations and closely follow the training and direction of the franchisor. Gail Kelley and TMTI franchise operations will be participating as mentors for Here2there operations. One additional mentor will be selected from the other TMTI franchisees.

We will be opening four franchise locations in the Seattle area. From TMTI's historical data on their business, we have determined that our four selected areas in the Seattle area have a potential market of about \$43,000,000. Our plan, over a 5 year period would be to obtain a 15% market share in this area resulting in \$6,600,000 in revenue. Our expected profit level from all four locations in the third year is 4% and will increase after that.

At this stage, the owners have met with the franchisor and received initial approvals and selected the area to operate. The owners have formed an "S Corporation" and have agreed to operating guidelines. Operational permits are being obtained from the State of Washington.

*-this pertains  
to federal  
(IRS)  
J*



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## **- Introduction to the Business and Management -**

TWO MEN AND A TRUCK (TMTI) is a nationally trademarked name. They were originally incorporated in 1989 and now have over 140 franchise operations in the United States. TMTI has paid strict attention to their brand label perception, operations consistency, long term support and has a "customer centric" focus. Due to these primary factors they have steadily increased market share and grown to become the 5<sup>th</sup> largest moving company in the USA. TMTI has supported the many franchise start ups with guidance, information and training for all phases of the operation.

TMTI has become a well recognized logo in the areas that they currently operate. This approach uses a simple "stickmen" approach that is unique and easy to recall, both the name and appearance. The corporate target market is to concentrate on local moves. Due to the companies ability to back up the "Movers who care" byline with a 94% repeat business rate the company has continued it's growth. The basic strategy for Here2there is to promote the brand identity in the new Seattle area and obtain repeat customer business through quality service.

Therefore, it is our conclusion that with the Kelley's, TMTI and the Clendenen's management experience the start up risk of operations is very reasonable.

The management and ownership of Here2there is comprised of Gail Kelley as well as Rick and Glenna Clendenen. Summaries of individual backgrounds are as follows:

Gail Kelley – currently holds the franchise agreement for Columbus Ohio and has managed a successful operation there for 13 years.

The Kelley's are providing management experience with the franchise as well as majority start up funding.

Rick Clendenen – Mr. Clendenen holds both a Bachelors Engineering degree as well as a Masters in Business Administration. He started his career in technical sales in electrical controls and factory automation products. He has had many outstanding successes in sales in volume, new products and growth. He progressed with added experience to Area and National Sales Management positions, which has also included Marketing. Mr. Clendenen most recently has been the President of an electronics company as well as the VP of Manufacturing for an instrumentation manufacturer. He has managed product development efforts as well as implemented ISO Quality and Production systems.

Glenna Clendenen – Mrs. Clendenen has taken several college level courses and worked as a bookkeeper early in her career. She also started her own

business doing customized boat interiors which did well and was sold to another party.

The Clendenen's will be completing all training offered by TMTI as well as doing hands on training at the Kelley's Columbus facility before opening the first franchise location. They will re-locate to the Seattle area and will be the on-site participating management with responsibility for the day-to-day decisions and operations.

Our Mission will be to:

Continuously expand our customer base by providing moving services that is a good experience and is of high value.

Our guiding principles will be to:

1. Follow the policies and guidelines established by TMTI.
2. To operate with good Teamwork that leads to a pleasant, effective work environment as well as have a spirit of continuous improvement.
3. To provide moving services that are of high Quality, to meet or exceed our customers expectations and be perceived as a very good value.
4. To be Responsive to our customers, franchisor and employees.
5. To obtain a high percentage of repeat business.

## **- Products and Services, Industry Analysis -**

Our products will follow the moving services and support common with most of the other Two Men and a Truck franchises. Our main offerings will be as follows:

- To have a common 800# for all four of our franchise locations as well as separate phone numbers for each location and call center
- To initially have four trucks, to be added to per our start up schedule and business level. They will follow company specifications and be labeled per existing standards.
- To present our trucks and personnel such that we have a Quality image along with cleanliness and safety
- To offer moving support such as: boxes, loading, unloading, delivery, tape, pads, packing (if necessary)
- To have a building with approximately 1,000 sq. ft. with adequate parking for customers, employees and future expansion of our truck fleet
- To have our computer system up and running with the "Movers who care" software as provided by the franchisor as well as Quick Books accounting software
- To have a small lobby with moving products offered
- To extensively use the franchisor's training to insure consistent services to our customers
- Insurance will be in place per company and state of Washington standards
- To conclude each move with damage resolution and customer satisfaction review. The goal will be to resolve issues such that the customer has had a good experience and will be loyal to us in the future

We believe that in the moving industry this will make us unique. These things along with the efforts at TMTI home offices to improve brand label recognition nationally will help us to achieve our market share goal of 15%. This has been accomplished by some other franchises as well.

## **- Market Analysis, Competition -**

With over 15 years of operation at TMTI there is some good basic market data available from the history of franchise operations. The approximate market available can be calculated by taking the population of an area, dividing by 3 (average number of persons per move) and multiplying by .17. This gives us the average number of moves per area per year. Also using an average local moving expenditure of \$500, we can then calculate the potential market size in dollars. For the four chosen markets in the Seattle area this results in the data shown in Table 1 attached.

The result of this analysis is that the potential market in our selected area is estimated to be \$43,000,000.

Some of the potential customers are: homeowners, apartment dwellers, condominium owners as well as any business enterprise undergoing relocation.

Competition for these moves will typically be local sole proprietorships commonly referred to as "Mom and Pop" shops. Our goal will be to obtain the visibility and recognition of the unique brand of Two Men and a Truck to get our phones to ring with potential customers. Over time (and with good service and pricing value) we will steadily increase our market share.

## **- Marketing Plan (Price, Promotion) -**

Our initial pricing strategy will be to have very competitive rates that will help to insure an increase of business and a fairly high closing rate as we quote moves. During this phase our primary goal is to get our trucks utilized fully and build our turnover rate. We will also do this to quickly penetrate the Seattle market.

After our market share and start up progress is established we will gradually increase our rates to increase profitability while maintaining excellent customer service. We expect this to occur as we move past the 8% market share point.

Initial rates will be checked with the Columbus operations as well as information from the corporate office. Pricing will then be checked every 30 days to compare our rates to that of our competitors. This will be done by doing phone surveys of our competition.

Promotional activities will be the following plus others to be developed at the corporate training program:

- The four trucks will be lettered with the brand labels and our phone numbers
- They will be driven around areas of population concentration when not in use for moving (malls, high traffic streets, schools at closing time etc)
- We will place ads into the local yellow pages, hopefully before we open
- We will have our website in operation prior to the opening date
- Newspaper ads will be placed for both hiring and obtaining customers
- Contact will be made with major realtors, apartments, condo's and builders. Corporate give away items will be left behind.
- Contact will also be made with the largest local businesses to target transfers or others that are relocating as well as the business itself.
- Other sponsorships and PR functions will be reviewed for participation such as: running and cycling events, club teams, walks for a charity and others to be identified.
- Our place of business for each location will plan to have as much street signage as possible to encourage walk in customers

The above items will be accomplished out of our main store by the owners and eventually with responsibility given to a Sales / Marketing person.

## **- Operations Management and Organizational Structure -**

The model for HERE2THERE operations is derived from the 13 years of experience of the Kelley's in Columbus as well as information from TMTI corporate. The items obtained prior to start up will be described in the next section as the Implementation Plan. Therefore, the information shown below is to cover Opening day and the subsequent evolution of operations.

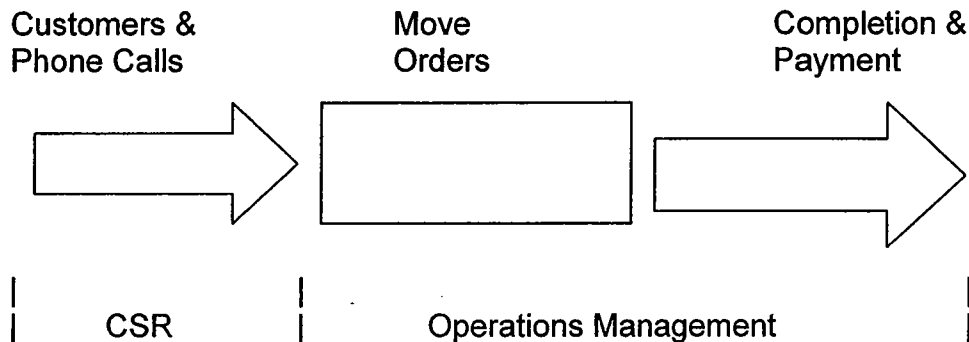
Personnel will be obtained through local classified ads that will include the position opening and some information about the newly opened company and growth opportunities.

All candidates will be screened for job skills as well as their inherent nature to be consistent with our guiding principles of Teamwork, Quality and Response. All of the first phases of training will be done in Lansing at corporate. Once a base of knowledge is established, training will be split between our local efforts and Lansing when it makes sense to do so. There are many training resources available from the corporate office. There are no charges for the training. However, our franchise is responsible for travel and living expenses.

The existing HR policies from Columbus will be used in Seattle to a great extent.

The basic operations flow chart is as shown on the next page:

## Simple Operations Flow Chart



In order of sequence:

1. A Corporate approved phone system will be up and running prior to start up
2. The call will be taken by a trained Customer Service Representative (CSR)
3. From the corporate software (supplied and installed before opening) the moving quote is generated and a Move Order can be booked while on the phone with the customer
4. The Move order contains all key information about the specific move with special considerations identified and quoted for verification later.
5. The software allows for the Move Order to be scheduled and those dates agreed to with the customer.
6. Operations Management will perform dispatch duties, monitoring of progress and insure that customers are satisfied and payment is received at completion

At start up we plan to have 4 trucks on site for use. The staffing of these trucks will be about 5-6 Drivers and 6-7 movers. All other moving supplies are obtained from TMTI corporate as well as uniforms. The other main item to provide customer satisfaction is to establish relationships with local craftsmen that can perform good repairs at reasonable cost. This will have to be determined once we are on site.

Initial CSR and accounting duties will be handled by Glenna Clendenen. Operations Management will be performed by Rick Clendenen. Four Move Teams (Driver & Loader) will be hired upon the commencing of operations.

Accounting, payroll and other bookkeeping will be done utilizing "Quick Books" software. This software is used in Columbus and is compatible with the franchisor's "Movers Who Care" software as well.



As the rate of phone calls and move orders increase additional CSR's and Move Teams will be added. HR efforts are expected to be a significant part of the operation as it grows and therefore this support position will be added as soon as revenues and activity levels can support it. Training will also be supplemented by the HR function.

As an operational note, it has been determined from past experience that each truck in operation can support about \$150,000 of moving transactions. So, with the four initial trucks our revenue capacity will be supported up to a rate of \$600,000 per year / \$50,000 per month.

The amount of space required for operations to start is about 1,000 sq. ft.

Over time and as business volume allows further support functions will be split off from the existing personnel. They will be: a dedicated Marketing person, an on-site estimator, a claims adjustor and an equipment manager. These additions are modeled after the Columbus operation and the Kelley's will be consulted as we make these decisions.

As the four operations are put into place the position of General Manager will be created at each of the locations. The general approach will be to promote from within and when doing the initial hiring we will be looking for individuals that may have the potential for these positions. Each location will be self-sufficient except that we plan to concentrate HR, Marketing and Claims at our first and main location.

**- Implementation Plan -**

The major steps in the sequence we have planned and the associated start up costs expected are as shown in the attached Table 1.

Ongoing costs, sales and returns will be shown in the next section.

**- Sales, Financial Plan and Return Analysis -**

The plans that we have made within the attached Tables as referred to below:

Table 2 – Market Size Calculations

Table 3 – Market Share Goals and resulting revenue

Table 4 – Summary of Revenue per year, profit, trucks and cash flow

Note: The TMTI Columbus operation has been used as a financial model for the HERE2THERE operations and resultant information shown in Table 4.

**- Concluding Statement -**

In summary, we the owners feel that we have a good grasp of the risk and issues of implementing the HERE2THERE business plan. We are satisfied with the schedule and rate of return but will strive to improve both.

We hope to hear from TMTI corporate with your approval very soon.

**TABLE 1 - HERE2HERE - Start up sequence and major cost items**  
 Mar. 14, 2006

<b>Prior to First Opening Date</b>		<b>Second and Subsequent Openings</b>			
<u>Item</u>	<u>Date</u>	<u>Cost</u>	<u>Subtotal</u>	<u>Cost</u>	<u>Subtotal</u>
Form Corp., Obtain Moving Authority	4/1/06	\$2,000			
Sign four franchise agreements, TMTI	4/1/06	\$128,000			
Trip to Seattle, site location-10days	4/24/06	\$2,000			
Legal and accounting fees	4/1/06	\$5,000		Legal	\$3,000
Rent of leased space, store #1	6/1/06	\$2,000		Lease	\$2,000
Computers, Phones, Office Eqpt, training	6/1/06	\$20,000		Office Equipment	\$20,000
Insurances	6/1/06	\$25,000		Insurance	\$10,000
Deposit, 4 trucks	6/1/06	\$5,000		2 trucks	\$2,500
Miscellaneous	6/1/06	\$15,000	\$204,000	Misc	\$10,000
					\$47,500

Training in Columbus, May 15 - 26  
 Training in Lansing, June 5 - 23

**Planned Opening Date in the Auburn / Kent Area**      7/10/06  
 Next opening in 12 months

**Earliest Opening Date in the Bellevue Area**      7/10/07  
 Next opening in 6 months

**Earliest Opening Date in the Marysville Area**      1/1/08  
 Next opening in 6 months

**Earliest Opening Date in the Southhill Area**      7/1/08

**Notes!** The financial assumptions shown in Table 4 will use the "earliest" opening dates for cash flow calculations  
 The actual opening dates will follow the range of dates shown in the above schedule

Here2there / TMTI - Seattle Franchise Units, Market & Revenue Plan

TABLE 2 - HERE2THERE Market Size

<u>Area</u>	<u>Population</u>	<u>(Divide by) Average People per Move</u>	<u>(Times) Total Moves per Year</u>	<u>Equal Potential Moves</u>	<u>(Times) Average cost per move</u>	<u>Potential Dollars Revenue</u>	
1	Auburn / Kent	465,000	3	0.17	26,350	\$ 500.00	\$13,175,000
2	Bellevue	365,000	3	0.17	20,683	\$ 500.00	\$10,341,667
3	Marysville	364,000	3	0.17	20,627	\$ 500.00	\$10,313,333
4	Southills	339,000	3	0.17	19,210	\$ 500.00	\$9,605,000
Total Market =						\$43,435,000	

TABLE 3 - HERE2THERE Revenue & Growth Plans

<u>Year</u>	<u>Market Share in Area</u>	<u>Area 1</u>	<u>Area 2</u>	<u>Area 3</u>	<u>Area 4</u>	<u>Here2there Total Sales</u>	<u>Overall Market Share</u>
1	5%	\$658,750	\$129,271	\$0	\$0	\$788,021	1.8%
2	10%	\$1,317,500	\$517,083	\$257,833	\$0	\$2,092,417	4.8%
3	13%	\$1,712,750	\$1,034,167	\$618,800	\$480,250	\$3,845,967	8.9%
4	16%	\$2,108,000	\$1,344,417	\$1,031,333	\$960,500	\$5,444,250	12.5%
5	18%	\$2,371,500	\$1,654,667	\$1,340,733	\$1,248,650	\$6,615,550	15.2%

**Table 4 - Summary of Sales, Profits, Trucks and Cash Flow Per Year**  
Mar. 20, 2006

<u>Year</u>		<u>Location #1</u>	<u>Location #2</u>	<u>Location #3</u>	<u>Location #4</u>	<u>Yearly Totals</u>	<u>Annual Cash Flow Summary</u>	<u>Accumulated Cash Flow</u>
1	Revenue	\$659,750	\$129,271	\$0	\$0	\$789,021		
	Profit	-\$133,000	-\$12,000	\$0	\$0	-\$145,000		
	Trucks	4	1.1	0	0	5.1		
	Start up cash	-\$204,000	-\$47,500	\$0	\$0	-\$251,500	-\$396,500	-\$396,500
2	Revenue	\$1,317,500	\$517,083	\$256,417	\$0	\$2,091,000		
	Profit	\$79,000	\$22,000	-\$12,000	\$0	\$89,000		
	Trucks	9	3	2.1	0	14.1		
	Start up cash	\$0	\$0	-\$47,500	\$0	-\$47,500	\$41,500	-\$355,000
3	Revenue	\$1,712,750	\$1,034,067	\$615,400	\$480,250	\$3,842,467		
	Profit	\$92,000	\$65,000	\$31,000	\$19,000	\$207,000		
	Trucks	11	7	4	3	25		
	Start up cash	\$0	\$0	\$0	-\$47,500	-\$47,500	\$159,500	-\$195,500
4	Revenue	\$2,108,000	\$1,344,417	\$1,025,667	\$960,500	\$5,438,584		
	Profit	\$95,000	\$93,000	\$65,000	\$62,000	\$315,000		
	Trucks	14	9	7	6	36		
	Start up cash	\$0	\$0	\$0	\$0	\$0	\$315,000	\$119,500
5	Revenue	\$2,371,500	\$1,654,667	\$1,333,367	\$1,248,650	\$6,608,184		
	Profit	\$113,000	\$120,000	\$93,000	\$84,000	\$410,000		
	Trucks	14	11	9	8	42		
	Start up cash	\$0	\$0	\$0	\$0	\$0	\$410,000	\$529,500

**Notes:** 1. The Columbus franchise has been used as a financial model  
2. The number of trucks is a reference guideline only

ATTACHMENT A

HOUSEHOLD GOODS STATEMENT OF SUPPORT

Permit applications must include at least three shipper and/or public statements supporting the proposed household goods moving service. Shipper statements may come from persons and/or organizations with a need for household goods moving services, or who support the applicant's request for a permit to provide those services. These forms may be copied by the applicant as needed.

Applicant Name:

RICK CLENDENEN, Here2There, Inc

The following must be completed by the Supporter of the applicant

Name, Title, and Business Name:

Plemmons Industries, Teresa P. Hutchens, VP

Address (include street address, mailing address, city, state, zip, and county):

1311 So Central Ave #201  
Kent WA 98035

Phone Number:

(253) 854-2600

Do you currently need the services of a residential household goods moving company?

No  Yes If yes, please describe your current moving needs:

Do you anticipate a future need for the services of a residential household goods moving company?

No  Yes If yes, please describe your future moving needs:

We will be moving a office from one of our buildings to our corporate building

Briefly describe how granting this company a permit to provide household goods moving services in Washington State will benefit you, your business, and/or your community:

We do not have very many quality moving companies that take care of short hauls in our area.

Is there anything else the Commission should consider when making a determination about this company's application for a household goods permit?

I certify (or declare) under penalty of perjury under the laws of the state of Washington that the foregoing is true and correct.

Signature of Person Completing Form

Date and Location

4/21/04 Kent WA



ATTACHMENT A

HOUSEHOLD GOODS STATEMENT OF SUPPORT

Permit applications must include at least three shipper and/or public statements supporting the proposed household goods moving service. Shipper statements may come from persons and/or organizations with a need for household goods moving services, or who support the applicant's request for a permit to provide those services. These forms may be copied by the applicant as needed.

HERE2 there, Inc

Applicant Name:

Rick & glenna Clendenen

The following must be completed by the Supporter of the applicant

Name, Title, and Business Name:

Maeve Maxwell, Windermere Realtor

Address (include street address, mailing address, city, state, zip, and county):

3800 NE 4th Street  
Renton WA 98056  
King County

Phone Number:

425 235 7777 ext 226

Do you currently need the services of a residential household goods moving company?

No  Yes If yes, please describe your current moving needs:

I have clients who need moving services each month.

Do you anticipate a future need for the services of a residential household goods moving company?

No  Yes If yes, please describe your future moving needs:

I have owned a Real estate business for 17 years and have many clients moving

Briefly describe how granting this company a permit to provide household goods moving services in Washington State will benefit you, your business, and/or your community:

With Risks & difficulty of moving themselves more clients need professional moving services.

Is there anything else the Commission should consider when making a determination about this company's application for a household goods permit?

Service is needed. I know the Clendenen's to be solid individuals who can manage a business well.

I certify (or declare) under penalty of perjury under the laws of the state of Washington that the foregoing is true and correct.

M Maxwell

4/24/06 Renton WA

Signature of Person Completing Form

Date and Location

ATTACHMENT A

HOUSEHOLD GOODS STATEMENT OF SUPPORT

Permit applications must include at least three shipper and/or public statements supporting the proposed household goods moving service. Shipper statements may come from persons and/or organizations with a need for household goods moving services, or who support the applicant's request for a permit to provide those services. These forms may be copied by the applicant as needed.

Here 2 there, Inc

Applicant Name:

DICK & GLENNA CLENDENEN

The following must be completed by the Supporter of the applicant

Name, Title, and Business Name:

BAMBI JILEK REALTOR & WINDERMERE R/E

Address (include street address, mailing address, city, state, zip, and county):

3800 NE 4TH STREET  
RENTON, WA 98056

Phone Number:

425.235.7777 x 228

Do you currently need the services of a residential household goods moving company?

No  Yes If yes, please describe your current moving needs:

I WORK WITH CLIENTS THAT NEED "MOVING" SERVICE ON A CONTINUING BASIS

Do you anticipate a future need for the services of a residential household goods moving company?

No  Yes If yes, please describe your future moving needs:

I NEED TO HAVE A MOVING COMPANY THAT I CAN TRUST TO MOVE MY CLIENTS

Briefly describe how granting this company a permit to provide household goods moving services in Washington State will benefit you, your business, and/or your community:

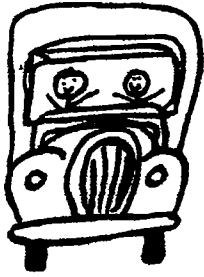
I AM OFTEN ASKED TO RECOMMEND SERVICES. I FEEL THAT THE CLENDENEN'S ARE PEOPLE THAT I TRUST TO DO AN EXCELLEN  
JOB IN MEETING MY CLIENTS NEEDS AND

Is there anything else the Commission should consider when making a determination about this company's application for a household goods permit?

I certify (or declare) under penalty of perjury under the laws of the state of Washington that the foregoing is true and correct.

Bambi Jilek  
Signature of Person Completing Form

4.23.06 Renton  
Date and Location



# TWO MEN AND A TRUCK.®

Each franchise independently owned and operated

1609 Central Ave. S, Suite J  
Kent, WA 98032

"Movers Who Care®"

(253) 275-7248

Fax: (253) 852-4089

www.twomenandatruck.com

State of Washington, UTC  
1300 S. Evergreen Park Dr. SW  
PO Box 47250  
Olympia, WA 98054-7250

Attention: Tina Leipski – Licensing Services

Dear Tina,

I have spoken with you on the phone and wanted to thank you for your assistance in preparing this package as our submittal for permit application to operate as a Household Goods Carrier.

Our corporation name is HERE2THERE, Inc. and we will be doing business as TWO MEN AND A TRUCK. TWO MEN AND A TRUCK is a nationally franchised company and there are 180 other franchises in operation in the USA. We have been to the corporate training as well as spending a few weeks on-site at one of their operations.

I am submitting the following information in this packet:

1. The permit application, filled out for our company
2. Our truck information, 4 trucks are leased from Penske
3. A copy of our business plan (note: our net worth and credit line provides us with cash flow capacity exceeding \$1,000,000)
4. Three supporting statements
5. A check to cover our application fee of \$550.00

Our insurance has been applied for with Dawson, Coleman and Wallace. They have insured most of the franchises. As soon as we have the confirmed binder certificate I will send you a copy.

Our company phone system is not installed yet but I can be contacted via my cell phone shown above.

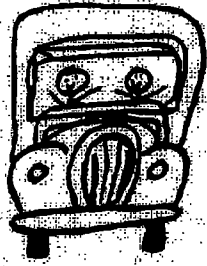
We are ready to go into operations and hope to hear from you right away. Please contact me if you have any questions, thank you for your help.

Best regards,

Rick Clendenen

RECEIVED  
JUL 03 2006  
WASH. UT. & TP. COMM.

June 30, 2006



# TWO MEN AND A TRUCK.®

Each franchise independently owned and operated

1609 Central Ave. S., Suite J  
Kent, WA 98032

"Movers Who Care®"

(877) TWO-MEN6  
Fax: (253) 852-4089  
www.twomen.com

Fax 360-586-1181

July 18, 2006  
Page 1 of 8

Washington Utilities and Transportation Commission  
Licensing Services

Attention: Tina Leipski

Dear Tina,

We have obtained our Insurance from Dawson Companies and I have included a copy of the binder attached to this cover letter.

The insurance cards for our trucks are also attached. Our property insurance has been obtained from St. Paul Travelers and they will be sending you the certificate directly.

I think we are now a step closer to obtaining our household goods moving permit. Thank you again for your help.

Regards,

Rick Clendenen  
Cell 253-275-7248

From:

07/13/2006 15:02 #007 P.002/005

<b>ACORD INSURANCE BINDER</b>		OP ID LR	DATE 07/13/06
THIS BINDER IS A TEMPORARY INSURANCE CONTRACT, SUBJECT TO THE CONDITIONS SHOWN ON THE REVERSE SIDE OF THIS FORM.			
PRODUCER PHONE (A/C. No., Ext): 440-333-9000 440-356-2126  Dawson Insurance, Inc. 1340 Depot Street Cleveland OH 44116-1799		COMPANY Vanliner Insurance Company BINDER # 46029	
CODE: AGENCY CUSTOMER ID: 2MSEA-1 INSURED Here2There, Inc dba Two Men and a Truck 1609 Central Ave S #J Kent WA 98032		SUB CODE:  THIS BINDER IS ISSUED TO EXTEND COVERAGE IN THE ABOVE NAMED COMPANY PER EXPIRING POLICY #:  DESCRIPTION OF OPERATIONS/VEHICLES/PROPERTY (including Location)  1609 Central Ave, South, #J, Kent, WA 98032	
DATE EFFECTIVE 07/13/06		TIME 12:01 <input checked="" type="checkbox"/> AM <input type="checkbox"/> PM	
EXPIRATION DATE 08/13/06		TIME <input checked="" type="checkbox"/> 12:01 AM <input type="checkbox"/> NOON	

COVERAGES		LIMITS		
TYPE OF INSURANCE	COVERAGE/FORMS	DEDUCTIBLE	COINS %	AMOUNT
<b>PROPERTY CAUSES OF LOSS</b> <input type="checkbox"/> BASIC <input type="checkbox"/> BROAD <input type="checkbox"/> SPEC				
<b>GENERAL LIABILITY</b> <input type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS MADE <input type="checkbox"/> OCCUR				EACH OCCURRENCE \$ FIRE DAMAGE (Any one fire) \$ MED EXP (Any one person) \$ PERSONAL & ADV INJURY \$ GENERAL AGGREGATE \$ PRODUCTS - COMP/PROP AGG \$
<b>AUTOMOBILE LIABILITY</b> <input checked="" type="checkbox"/> ANY AUTO <input type="checkbox"/> ALL OWNED AUTOS <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> HIRED AUTOS <input type="checkbox"/> NON-OWNED AUTOS <input checked="" type="checkbox"/> FD Deductible \$1,000 <input checked="" type="checkbox"/> MED limit \$100,000	RETRO DATE FOR CLAIMS MADE:	<input type="checkbox"/> ALL VEHICLES <input checked="" type="checkbox"/> SCHEDULED VEHICLES		COMBINED SINGLE LIMIT \$1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE \$ MEDICAL PAYMENTS \$ PERSONAL INJURY PROT \$ STATUTORY UNINSURED MOTORIST \$100,000
<b>AUTO PHYSICAL DAMAGE</b> <input checked="" type="checkbox"/> COLLISION: 1000 <input checked="" type="checkbox"/> OTHER THAN COL: 1000				<input checked="" type="checkbox"/> ACTUAL CASH VALUE <input type="checkbox"/> STATED AMOUNT \$ <input type="checkbox"/> OTHER
<b>GARAGE LIABILITY</b> <input type="checkbox"/> ANY AUTO				AUTO ONLY - EA ACCIDENT \$ OTHER THAN AUTO ONLY: EACH ACCIDENT \$ AGGREGATE \$
<b>EXCESS LIABILITY</b> <input checked="" type="checkbox"/> UMBRELLA FORM <input type="checkbox"/> OTHER THAN UMBRELLA FORM	RETRO DATE FOR CLAIMS MADE:			EACH OCCURRENCE \$1,000,000 AGGREGATE \$1,000,000 SELF-INSURED RETENTION \$10,000 WC STATUTORY LIMITS
<b>WORKER'S COMPENSATION AND EMPLOYER'S LIABILITY</b>				E.L. EACH ACCIDENT \$ E.L. DISEASE - EA EMPLOYEE \$ E.L. DISEASE - POLICY LIMIT \$
<b>SPECIAL CONDITIONS/ OTHER COVERAGES</b> Cargo \$50,000/100,000; Storage in Transit \$50,000; Insured's Uncollectable Charges \$2,500/25,000; Movers Equipment \$10,000. Deductible \$1,000				FEES \$ TAXES \$ ESTIMATED TOTAL PREMIUM \$

<b>NAME &amp; ADDRESS</b> WTC 1300 Evergreen Park Dr		MORTGAGEE LOSS PAYEE	ADDITIONAL INSURED
		LOAN #	
		AUTHORIZED REPRESENTATIVE Mark A. Colman	

From:

07/13/2006 15:02 #007 P.003/005

## CONDITIONS

This Company binds the kind(s) of insurance stipulated on the reverse side. The insurance is subject to the terms, conditions and limitations of the policy(ies) in current use by the Company.

This binder may be cancelled by the Insured by surrender of this binder or by written notice to the Company stating when cancellation will be effective. This binder may be cancelled by the Company by notice to the Insured in accordance with the policy conditions. This binder is cancelled when replaced by a policy. If this binder is not replaced by a policy, the Company is entitled to charge a premium for the binder according to the Rules and Rates in use by the Company.

### Applicable in California

When this form is used to provide insurance in the amount of one million dollars (\$1,000,000) or more, the title of the form is changed from "Insurance Binder" to "Cover Note".

### Applicable in Delaware

The mortgagee or Obligor of any mortgage or other instrument given for the purpose of creating a lien on real property shall accept as evidence of insurance a written binder issued by an authorized insurer or its agent if the binder includes or is accompanied by: the name and address of the borrower; the name and address of the lender as loss payee; a description of the insured real property; a provision that the binder may not be canceled within the term of the binder unless the lender and the insured borrower receive written notice of the cancellation at least ten (10) days prior to the cancellation; except in the case of a renewal of a policy subsequent to the closing of the loan, a paid receipt of the full amount of the applicable premium, and the amount of insurance coverage.

Chapter 21 Title 25 Paragraph 2119

### Applicable in Florida

Except for Auto Insurance coverage, no notice of cancellation or nonrenewal of a binder is required unless the duration of the binder exceeds 60 days. For auto insurance, the insurer must give 5 days prior notice, unless the binder is replaced by a policy or another binder in the same company.

### Applicable in Nevada

Any person who refuses to accept a binder which provides coverage of less than \$1,000,000.00 when proof is required: (A) Shall be fined not more than \$500.00, and (B) is liable to the party presenting the binder as proof of insurance for actual damages sustained therefrom.

From:

07/13/2006 15:02 #007 P.004/005

**INSURANCE IDENTIFICATION CARD**

COMPANY NUMBER STATE WA COMPANY

POLICY NUMBER TRV4826800 EFFECTIVE DATE 07/13/06

EXPIRATION DATE 07/13/07

YEAR MAKE/MODEL 2007 Internat Straight

VEHICLE IDENTIFICATION NUMBER 1HTMNAAL47H457295

AGENCY/COMPANY ISSUING CARD Dawson Insurance, Inc. Philip D. Von Blond 440-333-9000

INSURED Here2There, Inc dba Two Men and A Truck 1609 Central Ave S #J Kent WA 98032

COVERAGE MEETS MINIMUM LIABILITY INSURANCE PRESCRIBED BY LAW

OP ID LR

THIS CARD MUST BE KEPT IN THE INSURED VEHICLE AND PRESENTED UPON DEMAND

IN CASE OF ACCIDENT: Report all accidents to your Agent/Company as soon as possible. Obtain the following information:

1. Name and address of each driver, passenger and witness.
2. Name of Insurance Company and policy number for each vehicle involved.

ACORD 50 WA(2/95)

**INSURANCE IDENTIFICATION CARD**

COMPANY NUMBER STATE WA COMPANY

POLICY NUMBER TRV4826800 EFFECTIVE DATE 07/13/06

EXPIRATION DATE 07/13/07

YEAR MAKE/MODEL 2007 Internat Straight

VEHICLE IDENTIFICATION NUMBER 1HTMNAAL67H457296

AGENCY/COMPANY ISSUING CARD Dawson Insurance, Inc. Philip D. Von Blond 440-333-9000

INSURED Here2There, Inc dba Two Men and A Truck 1609 Central Ave S #J Kent WA 98032

COVERAGE MEETS MINIMUM LIABILITY INSURANCE PRESCRIBED BY LAW

OP ID LR

THIS CARD MUST BE KEPT IN THE INSURED VEHICLE AND PRESENTED UPON DEMAND

IN CASE OF ACCIDENT: Report all accidents to your Agent/Company as soon as possible. Obtain the following information:

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2. Name of Insurance Company and policy number for each vehicle involved.

ACORD 50 WA(2/95)

**INSURANCE IDENTIFICATION CARD**

COMPANY NUMBER STATE WA COMPANY

POLICY NUMBER TRV4826800 EFFECTIVE DATE 07/13/06

EXPIRATION DATE 07/13/07

YEAR MAKE/MODEL 2007 Internat Straight

VEHICLE IDENTIFICATION NUMBER 1HTMNAAL87H457297

AGENCY/COMPANY ISSUING CARD Dawson Insurance, Inc. Philip D. Von Blond 440-333-9000

INSURED Here2There, Inc dba Two Men and A Truck 1609 Central Ave S #J Kent WA 98032

COVERAGE MEETS MINIMUM LIABILITY INSURANCE PRESCRIBED BY LAW

OP ID LR

THIS CARD MUST BE KEPT IN THE INSURED VEHICLE AND PRESENTED UPON DEMAND

IN CASE OF ACCIDENT: Report all accidents to your Agent/Company as soon as possible. Obtain the following information:

1. Name and address of each driver, passenger and witness.
2. Name of Insurance Company and policy number for each vehicle involved.

ACORD 50 WA(2/95)

From:

07/13/2006 15:02 #007 P.005/005

**INSURANCE IDENTIFICATION CARD**

**OF ID LR**

COMPANY NUMBER STATE WA COMPANY

**THIS CARD MUST BE KEPT IN THE INSURED VEHICLE AND PRESENTED UPON DEMAND**

POLICY NUMBER  
TRV4826800

EFFECTIVE DATE  
07/13/06

EXPIRATION DATE  
07/13/07

YEAR MAKE/MODEL  
2007 Internat Straight

VEHICLE IDENTIFICATION NUMBER  
1HTMNAALX7H457298

AGENCY/COMPANY ISSUING CARD  
Dawson Insurance, Inc.  
Philip D. Von Blond  
440-333-9000

**IN CASE OF ACCIDENT: Report all accidents to your Agent/Company as soon as possible. Obtain the following information:**

1. Name and address of each driver, passenger and witness.
2. Name of Insurance Company and policy number for each vehicle involved.

INSURED  
Here2There, Inc dba  
Two Men and A Truck  
1609 Central Ave S #J  
Kent

WA 98032

COVERAGE MEETS MINIMUM LIABILITY INSURANCE PRESCRIBED BY LAW

ACORD 58 (2/95)



From:

07/13/2006 11:54 #004 P.008/018

**ST. PAUL TRAVELERS SELECT OMNI PROPERTY**

- Accounts Receivable - \$10,000
- Claim Data Expense - \$2,500
- Debris Removal - 25% of Loss Plus \$25,000
- Duplicate Electronic Data and Media - \$10,000
- EDP Equipment, Data and Media - \$10,000
- Exterior Building Glass - Included
- Extra Expense (Including Expediting Expense) - \$2,500
- Fences, Retaining Walls, Lawns, Walks, Patios, Bridges, Roadways - Named Perils - \$10,000
- Fire Department Service Charge - \$5,000
- Fire Protective Equipment Discharge - \$5,000
- Increased Cost of Construction - \$10,000
- Newly Acquired or Constructed Property - 90 Days
  - Building - \$500,000
  - Personal Property - \$250,000
- Non-Owned Detached Trailers - \$5,000
- Outdoor Property - Radio and Television Antennas - Named Perils
  - Per Antenna - \$2,500
  - Maximum - \$10,000
- Outdoor Property - Trees, Shrubs or Plants - Named Perils
  - Per Item \$500
  - Maximum - \$10,000
- Personal Effects and Property of Others
  - Per Employee - \$2,500
  - Maximum - \$10,000
- Pollutant Cleanup and Removal - \$25,000
- Preservation of Property - Up to 90 Days
- Property Off Premises - \$25,000
  -
- Reward Coverage - 25% of Covered Loss up to \$5,000
- Signs - Attached or Unattached - \$2,500
- Temporary Relocation of Property - \$50,000
- Theft Damage to Rented Property - Included
- Transit - \$10,000
  -

Valuable Papers - Cost of Research - \$10,000

See Form CP T1 00 01 03 for Limitations and Conditions

From:

07/13/2006 11:55 #004 P.009/018

**ST. PAUL TRAVELERS SELECT PROPERTY EXTRA**

- Accounts Receivable - \$25,000
- Appurtenant Buildings and Structures - \$25,000
- Brands and Labels - Included
- Business Income from Dependent Property - \$5,000 (If BI/EE Carried)
- Claim Data Expense - \$5,000
- Duplicate EDP Data & Media - \$25,000
- Extended Business Income - 90 Days (If BI/EE Carried)
- Extra Expense Including Expediting Expenses - \$5,000
- Fire Protective Equipment Discharge - \$10,000
- Increased Cost of Construction - \$25,000
- Money & Securities
  - Inside - \$10,000
  - Outside - \$5,000
- Ordinance or Law - Increased Period of Restoration - \$25,000 (If BI/EE Carried)
- Personal Effects and Property of Others
  - Per Employee - \$5,000
  - Total \$25,000
- Property in Transit - \$25,000
- Property Off-Premises
  - At any Installation Premises or Temporary Storage - \$25,000
  - Any other location - \$50,000
- Valuable Papers and Records - Cost of Research - \$25,000

See Form CP T3 54 01 03 for Limitations and Conditions

From:

07/13/2006 11:55 #004 P.010/018

**MOTOR TRUCK CARGO COVERAGE SCHEDULE**

**INSURED:** TWO MEN & A TRUCK/SEATTLE  
**INSURER:** VANLINER INSURANCE COMPANY  
**POLICY TERM:** TBD

<b>COVERAGE</b>	<b>LIMIT</b>
<b>PROPERTY HAULED</b>	\$ 50,000 In or On Any One Truck
Household Goods	\$ 100,000 Any One Occurrence or Disaster
<b>Storage in Transit</b>	\$ 50,000
<b>Deductible</b>	\$ 1,000 Each Occurrence
<b>Causes of Loss</b>	All Risks Except Those Excluded

**INSURED'S UNCOLLECTABLE CHARGES:**

Charges due from any one customer- \$2,500  
 All charges due to any one loss, disaster or casualty- \$25,000