

TU-091360-CT



**HOUSEHOLD GOODS MOVING COMPANY  
PERMIT APPLICATION**



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 2 - 6 and Attachment E	\$ 50
<input type="checkbox"/> Temporary authority (to meet a short-term need) - Complete pages 2 - 6 and Attachment A	\$ 250
<input checked="" type="checkbox"/> Permanent authority (at least six months must be served on a temporary provisional basis) -- Complete pages 2 - 6 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 2 - 6 and Attachment B	\$ 550
<input type="checkbox"/> Permanent authority to transfer or acquire control under the exceptions in WAC 480-15-335 - Complete pages 2 - 6 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 480-15-450) -- Complete pages 2 - 3 and include a statement justifying the reinstatement	\$ 250
<input type="checkbox"/> Name Change -- Complete pages 2 - 3 and Attachment D	\$ 35
<input type="checkbox"/> Extension of authority -- Complete pages 2 - 6 and Attachment A	\$ 550

**TYPE OF PAYMENT**

Check   
  Money Order   
  Amex   
  Mastercard   
  Visa

Amount: \_\_\_\_\_ Expiration Date: 4/13

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): Eric J Michelson Company Name: Can't Stop Moving

Cardholder's Signature: \_\_\_\_\_ Date: 7/26/09

**FOR OFFICIAL USE ONLY**

Date Filed: <u>8/25/09</u>	DOI/SOS: <u>OK/N/A</u>	ID: <u>5687</u>	Permit Issued: HG-
Staff Assigned: <u>[Signature]</u>	Insurance:	Inspection:	Docket #
Reception #: <u>111-0268-207-0019259</u>			
111-0268-202-01		111-0268-013-20	

\$550.00

## BUSINESS INFORMATION

Name of Applicant Eric Jon Michelson Alex Lawrence Overlan  
(must be individual, partners of a partnership or corporation)

Trade Name, if applicable Can't Stop Moving

Physical Address 6324 Latona Ave NE Seattle WA 98115

Mailing Address same

Telephone Number (206) 909-0605 Fax Number ( ) n/a

UBI #: 602 926 5670 Email: info@cantstopmovers.com

Have you established a Worker's Compensation Account with the Department of Labor & Industries?  
 No  Yes L & I Account No. \_\_\_\_\_ (required if you have employees.)

Have you registered with the Employment Security Department?  No  Yes  
 ESD No. \_\_\_\_\_ (required if you have employees) *no employees at this time*

Have you registered your business with the Department of Revenue?  No  Yes

## TYPE OF BUSINESS STRUCTURE

Individual  Partnership  Corporation  Other \_\_\_\_\_  
(I.P, LLP, LLC)

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

Name	Title	Stock Distribution or Percentage of Shares
Eric Michelson	Owner	50%
Alex Overlan	Owner	50%

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:

We provide household goods moving. By providing superior quality at a competitive price, we can give the consumers a good option in the moving industry.

Briefly describe your experience in the transportation/household goods moving industry:

Alex has over 2 years experience as a mover, mainly as a crew chief. Eric has 6 months experience moving/transporting household goods.

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 in Washington?  No  Yes If yes, please explain \_\_\_\_\_

Do you currently operate interstate?  No  Yes If yes, please indicate your USDOT# \_\_\_\_\_ MC# \_\_\_\_\_

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 crime?  No  Yes If yes, please explain: \_\_\_\_\_

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

### FINANCIAL STATEMENT

You must complete the following financial statement or attach a balance sheet, profit and loss statement, or business plan. *see attachment*

Assets		Liabilities	
Cash in Bank	\$	Salaries/Wages Payable	\$
Notes Receivable	\$	Accounts Payable	\$
Investments	\$	Notes Payable	\$
Other Current Assets	\$	Mortgages Payable	\$
Prepaid Expenses	\$	TOTAL LIABILITIES	\$
Land and Buildings	\$	NET WORTH	
Trucks and Trailers	\$	Preferred Stock	\$
Office Furniture	\$	Common Stock	\$
Other Equipment	\$	Retained Earnings	\$
Other Assets	\$	Capital	\$
TOTAL ASSETS	\$	TOTAL LIABILITIES & NET WORTH	\$

### EQUIPMENT LIST

*rents vehicles*  
Describe the equipment you will use (attach additional sheets if necessary).

Year	Make	License Number	Vehicle ID Number	Gross Vehicle Weight

*Business Plan Included at Back*

## SAFETY AND OPERATIONS

List the person and position responsible for understanding and complying with the Federal Motor Carrier Safety Regulations (FMCSR) and Washington State Laws and commission rules (WAC) as described below. 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 DRIVER'S LICENSE (CDL) STANDARDS REQUIREMENT AND PENALTIES** (Title 49, Code of Federal Regulations Part 383). If you operate commercial motor vehicles, your drivers must have a valid CDL.

**DRIVER QUALIFICATION REQUIREMENTS:** (Title 49, Code of Federal Regulations Part 391). Each of your drivers must meet minimum qualification requirements. You must maintain driver qualification files for each driver.

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

**CONTROLLED SUBSTANCE AND ALCOHOL USE AND TESTING** (Title 49, Code of Federal Regulations Part 382 and Part 40). If you operate commercial motor vehicles, your drivers must be in a Controlled Substance and Alcohol Use and Testing program. You must have an alcohol and controlled substances testing program.

**INSPECTION, REPAIR AND MAINTENANCE** (Title 49, Code of Federal Regulations Part 396). You must systematically inspect, repair, and maintain all motor vehicles.

**PARTS AND ACCESSORIES NECESSARY FOR SAFE OPERATION** (Title 49, Code of Federal Regulations Part 393). You must maintain parts and accessories in a safe condition.

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

**CARGO INSURANCE REQUIREMENTS** (WAC 480-15-550). You 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:

Eric Michelson

Position:

Owner

Alex Overlan

Owner

**Executive Business Plan**

**Can't Stop Moving**

6324 Latona Ave NE

Seattle, WA 98115

206-909-0605

425-577-1524

[info@cantstopmovers.com](mailto:info@cantstopmovers.com)

## **Executive Summary**

Can't Stop Moving is a household goods mover targeting the general population of Greater Seattle, with an emphasis on renters. There is a large market for household goods movers in the area, and we plan on providing service excellence to the field.

The business will be run as a partnership, with equal stakes between Co-Owners Alex Overlan and Eric Michelson. Alex has been moving for over 2 years, and before that worked at a concrete foundation business for 5 years, 2 of those years as a foreman. Eric has been working as a mover for 6 months, and has previously run his own driveway sealcoating business. He has a diverse background in business, ranging from sales, to an apprenticeship at a local retailer.

Eric and Alex will be working every job during the first few months. This will ensure customer satisfaction, and also give the customer peace of mind in knowing that they are only dealing with the owners. Many of our competitors have owners who the customers never see or even hear. Our hands on approach should distinguish us from our competition.

By Year 2, we plan on hiring 2 additional employees, and keeping 1 owner on each job, still providing access to the owners, while doubling our ability to handle more work. We project profitability by our 2<sup>nd</sup> month.

## **Objectives**

Our objectives for the first 2 years include:

- To start a household goods moving service with the primary goal of meeting and exceeding customer expectations
- Developing and maintaining our business with annual growth of 25%
- Build a relationship within the community in order to develop networks
- Hire 2 new employees to spur growth and expand our reach in the industry.

## **Mission**

At Can't Stop Moving, we aim to do what others can't. We provide the highest quality service at an affordable price, and we have fun in the process. Our goal is to take the stress and confusion out of moving, and to make it as easy and painless as possible for our customers. There is no job too small or too large, and we welcome the opportunity for a challenge.

## **Keys to Success**

- Owners are hands-on, from the first conversation through the end of the move.
- Excellent communication skills and very personable, friendly people to deal with whether it is over the phone or in person during the move.
- Our commitment to what we do. We are very dedicated to our jobs, and it shows in our work.

- Our philosophy is that we'd rather make our customers happy than make them pay us more money. We work quickly, and we would rather have a good referral than an extra hour of pay.

## Company Summary

Can't Stop Moving will offer local moving throughout the Greater Seattle area. We will also offer packing and unpacking services, loading and unloading of trucks/storage units, piano moving, and furniture delivery. Seattle is a great location now due to the volume of first time homebuyers and young professionals, mainly in the fields of Internet, Computing, and Engineering, who are moving into homes at greatly reduced prices. Also, based on the number of young men and women, the market for renters who typically move every 1-2 years is very large. By attacking both demographics, we can expand our workload, and become a competitive company in this industry.

Also, we rent all of our vehicles. Although in the long term this is more costly than purchasing our trucks, it allows us flexibility, keeps overhead low, and ensures that we only pay for trucks when there is work to be done.

## Start up Summary

Our initial Start-up costs:

- Insurance, Licensing, Marketing

Short-term Assets:

- 25 Furniture pads
- 2 Straps, Commercial Grade
- 10 Ropes, 3/8" Heavy Duty
- Computer
- 2 Furniture Dollies
- 2 Appliance Dollies

### Start up costs:

Licensing/Registering the business	\$600
Insurance	\$2500
Business Cards/Flyers	\$125
Total Start-up Expenses	\$3225

### Start-up Assets

Capital	\$4,000
Short-term Assets	\$750
Total Assets	\$4750



### **Break Even analysis:**

In order to compute a break-even analysis, we developed a formula to compute daily costs vs. profit.

Please note that the cost of our truck is \$45/day, and employees are paid at the rate of \$10/hr. Gas costs are estimated at \$.30/mile and 15 miles drive time per job. Rates for 2 men are \$90/hr.

$p=90h-[(2)10h+45+4.5]$ , where 'p' is profit and 'h' is hours worked.

If  $p=0$ , then  $h=.707$ .

Further, if you divide h into 60(minutes/hr), our break-even point would be 43 minutes into the job. After talking to a previous employer, we found that the average 2 man job is roughly 4.1 hours, which leaves \$237.50 profit.

At a conservative rate of 10 jobs per month, we will have returned owner capital and reached profitability before the end of our 2<sup>nd</sup> month.

### **Competitive Strategy:**

Our strategy for becoming a leading provider of household goods movers is simple.

- Treat every customer like gold- We know that the secret to success is good word of mouth, and we pledge to take care of our customers first and foremost.
- Be committed to what we do- By personally being on all of our jobs, we show our dedication and care. We exercise extreme caution in caring for the belongings of our customers, and take great pride in what we do
- Communication- Moving is very stressful to most people, and we help take the edge off from the first moment of contact. Superior communication skills and the ability to make people feel comfortable and at ease are major factors that will give us the edge over our competitors.
- No Middleman- There are no other employees at Can't Stop Moving, which allows customers direct access with anything they may need. It also eliminates the confusion of relaying information through an intermediary.

### **Marketing Strategy:**

Our initial marketing strategy is targeting free advertising utilizing the internet. Searching craigslist.com can produce many customers looking for a reliable mover. Also, yelp.com and angleslist.com are referral sites which we expect to generate more than 80% of our business. As we expand, we plan on including print advertising through various local newspapers and internet mediums. In addition, we expect word-of-mouth referrals within the first 2 months to account for roughly 5-10% of business leads.

ATTACHMENT A

HOUSEHOLD GOODS STATEMENT OF SUPPORT

Your application must include at least three shipper or public statements supporting the proposed household goods moving service. Shipper statements may come from persons or organizations with a need for household goods moving services, or who support your request for a permit to provide those services. These forms may be copied by you as needed.

Applicant Name: Can't Stop Moving

The following must be completed by the Supporter of the applicant

Name, Title, and Business Name: Therese Reed, chiropractor's assistant

Address (include street address, mailing address, city, state, zip, and county): 5025 148th St. SW Edmonds, WA 98026, Snohomish County

Phone Number: (206) 919-9092

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

X 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 X Yes If yes, please describe your future moving needs: roommates leaving - will be moving to 1 bedroom

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: On a personal level, I know Alex Overlan to be intelligent, open minded and dependable. These two men will provide competitive and skillfully delivered services to Seattle residence

Is there anything else the Commission should consider when making a determination about this company's application for a household goods permit? I have moved 4 or 5 times between college, roommate changes, etc - ~~knowing that a business~~ knowing that a business run by persons of integrity, reliability & customer service is available will ease the stress of moving for a lot of people.

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

Therese Reed Signature of Person Completing Form

Seattle, WA 8-12-09 Date and Location

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Applicant Name: Can't Stop Moving

The following must be completed by the Supporter of the applicant

Name, Title, and Business Name: Ryan Vaughan

Address (include street address, mailing address, city, state, zip, and county): 5807 Kenwood Pl N Seattle, WA 98103

Phone Number: 781-603-4970

Do you currently need the services of a residential household goods moving company? [X] 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 [X] Yes If yes, please describe your future moving needs: I frequently change apartments

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: They will provide a choice among movers, hopefully at a competitive price

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: Ryan Vaughan

Date and Location: 8/4/2009

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HOUSEHOLD GOODS STATEMENT OF SUPPORT

Your application must include at least three shipper or public statements supporting the proposed household goods moving service. Shipper statements may come from persons or organizations with a need for household goods moving services, or who support your request for a permit to provide those services. These forms may be copied by you as needed.

Applicant Name:

CANT STOP MOVING

The following must be completed by the Supporter of the applicant

Name, Title, and Business Name:

Carol Nottenburg Principal Counsel Patent Law

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

264 Seneca PL NW  
Renton WA 98057

Phone Number:

206 914 2252

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

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

Residential move from Seattle to Renton

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:

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:

Benefit to me for residential move, benefit to community for choice of movers, also movers are excellent company to work with.

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

This company has excellent service. Customer service is one of most important aspects in this business, and the owners are awesome in this regard.

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

Carol Nottenburg

Signature of Person Completing Form

12.03.09 Renton, WA

Date and Location