

TRANS
Mar 2nd, 1998

Washington Utilities + Transportation Comm. RECEIVED
P.O. Box 47250
Olympia, Wa. 98504

MAR 04 1998

CONSUMER AFFAIRS

RECEIVED

MAR 04 1998

WASH. UT. & TP. COMM.

Re: Packet No.

TV 971477

Dear Sirs:

About a year ago I wrote to Senator Haugen concerning moving to Romano Island from Graham - 105 miles, quoted at \$1000 and then demanded \$1500, I am retired but during my career my employers have moved me over 14 times - so I have some experience on this subject.

When the trucking industry was Federally deregulated the movers should have been as well. The reasons given on your fact sheet for favored states are ridiculous; 1) "level of service beyond performed by freight carriers." - A meat cutter in a supermarket requires greater skill than a grocery stocker and circuit city requires more knowledgeable employees than Value Village none are price fixed 2) long hauler uses "public roads" but air transports are not price fixed - different? 3) "Special care and guarantees" also applies to appliance retailing electronics retailers, and so on - They were all price fixed at one time but no longer. 4) "carry appropriate insurance" - What business dealing with the public doesn't? - 5) "Perform services" - is a function of business; how well they do it dictates their survival. 6) "must comply with laws" a cost for us all.

000381

The problem to the consumer as it now exists; Any mover can "lowball" with impunity - claiming error of their employees. People moving for the first time are not clearly told that price from all movers are the same and the only difference is salesmanship and what one can learn of their reputation for timeliness and low breakage.

Solution; 1) Eliminate price fixing - as the U.S. Supreme Court mandates, In other words, rates should be based on supply and demand; Too low or too high and the mover will soon be out of business - rates will find their own correct level. 2) Low balling can easily be controlled by limiting what the mover may charge to 10% above their written low ball estimate. What this does is to protect the Mover from novice salesman who underestimate weight - their major error and also protects the consumer from unscrupulous bidding.

Julian Gladstone
534 W. Forest Way
Camano Island, Wa. 98297-8407

Sincerely
Julian Gladstone

STATE OF WASH.
UTIL. AND TRASP.
COMMISSION

98 MAR -4 PM 10:38

RECEIVED
RECORDS MANAGEMENT

000382

Phone - 360-387-5159