

RECEIVED

MAR 26 2018

MONT. P.S. COMMISSION

Montana Public Service Commission

Motor Carrier Annual Report

Carrier Name  
(EXACTLY AS SHOWN ON PSC AUTHORITY)

Mountain Moving & Storage, LLC dba Two Men and a Truck

PSC Number

9522      See General Instruction # 5

See General Instruction # 1

Reporting Year 2017

Reporting Period (if other than calendar year)      mm/yyyy to mm/yyyy format

    /    to    /    

CARRIER OFFICIAL ADDRESS (SHOW AS ON FILE IN COMMISSION RECORDS)

6468 Hwy 93 S, Whitefish, MT 59937

Carrier e-mail address

eric.heslop@twomen.com

Person Completing Report

Name Eric Heslop

Phone Number (205) 242-6267

E-mail Address eric.heslop@twomen.com

Check One

YES  NO

WERE REGULATED INTRASTATE MOVEMENTS CONDUCTED DURING THE FILING PERIOD?

If NO See General instruction #3

Montana Public Service Commission  
 Transportation Division  
 1701 Prospect Avenue / PO Box 202601  
 Helena, MT 59620-2601

Name	Mountain Moving & Storage, LLC dba Two Men and a Truck	
PSC #	9522	
Year	2017	
<b>INTRASTATE REVENUES</b>		
	Household Goods	\$218,836
	Passengers	
	Class C	
	Class D (Garbage)	
	<b>TOTAL INTRASTATE REVENUE</b>	<b>\$218,836</b>
<b>INCOME STATEMENT</b>		
<b>Operating Revenue</b>		
	Intrastate Revenue	\$218,836
	Interstate Revenue	\$14,062
	Non-Regulated Revenue	\$39,444
	<b>TOTAL REVENUE</b>	<b>\$272,342</b>
<b>Operating Expenses</b>		
<b>Salaries &amp; Wages</b>		
	Salaries—Officers & Supervisory Personnel	See attached
	Clerical & Administrative	
	Drivers & Helpers	
	Cargo Handlers	
	Vehicle Repair & Service	
	Other Labor	
<b>Fringes</b>		
	Payroll Taxes	
	Workman's Compensation	
	Pension & Welfare Expenses	
<b>Operating Supplies &amp; Expenses</b>		
	Fuel for Motor Vehicles	
	Vehicle Parts	
	Other Operating Supplies & Expenses	
<b>Operating Taxes &amp; Licenses</b>		
	Gas, Fuel and Oil Taxes	
	Real Estate & Personal Property Taxes	
	Vehicle License & Registration Fees	
	Other Taxes	
<b>Depreciation &amp; Amortization</b>		
	Revenue Equipment	
	Other	
<b>Purchased Transportation</b>		
	With Driver	
	Without Driver	
	Other Purchased Transportation	
<b>Office/General</b>		
	Insurance	
	Communications & Utilities	
	Building & Office Equipment Rents	
	General Supplies & Expenses	
	Miscellaneous Expenses	
	Gain on Disposition of Operating Assets	
	Loss on Disposition of Operating Asset (enter as positive number)	
	<b>TOTAL EXPENSES</b>	
	<b>NET INCOME OR (LOSS)</b>	<b>\$272,342</b>

6:00 PM

## Two Men And A Truck - Flathead Valley MT

03/19/18

## Profit &amp; Loss

Accrual Basis

January through December 2017

Jan - Dec 17

Ordinary Income/Expense		
Income		
4000 · MOVING REVENUE		
4010 · Moves (Use of Trucks)		233,171.60
4020 · Packing/Unpacking		16,340.00
4030 · Unloading		11,615.00
4050 · Internal Moves		11,173.75
Total 4000 · MOVING REVENUE		272,300.35
4200 · MOVING SUPPLIES REVENUE		
4210 · Boxes, Supplies & Merchandise		5,223.90
Total 4200 · MOVING SUPPLIES REVENUE		5,223.90
4500 · ANCILLARY REVENUE		
4510 · Cancellation Fee Income		840.00
4545 · Additional Job Charges		1,757.38
4560 · Valuation Revenue		400.00
Total 4500 · ANCILLARY REVENUE		2,997.38
4900 · DISCOUNTS & ALLOWANCES		
4915 · Flat Fee Discounts		-1,890.96
4920 · Customer Refunds/Discounts		-6,288.85
Total 4900 · DISCOUNTS & ALLOWANCES		-8,179.81
Total Income		272,341.82
Cost of Goods Sold		
5000 · COST OF SUPPLIES		
5030 · Moving Supplies and Equipment		6,329.66
5040 · Boxes & Packing Supplies		598.37
Total 5000 · COST OF SUPPLIES		6,928.03
5100 · DAMAGES & WARRANTY		
5150 · Damage Claims		
5150.1 · Gross Claims		2,766.06
Total 5150 · Damage Claims		2,766.06
Total 5100 · DAMAGES & WARRANTY		2,766.06
5200 · DIRECT LABOR		
5210 · Driver Wages		32,976.91
5230 · Driver Wages - OT		2,757.82
5240 · Driver Wages - Bonus		346.31
5310 · Mover Wages		64,759.81
5330 · Mover Wages - OT		4,286.58
5340 · Mover Wages - Bonus		1,077.76
5610 · Payroll Taxes		
5610.1 · FICA Expense		8,124.75
5610.2 · FUTA Expense		451.03
5610.3 · SUTA Expense		1,180.64
Total 5610 · Payroll Taxes		9,756.42
5630 · Workers Comp Insurance		7,099.58
5640 · Subcontract Labor		-120.00
Total 5200 · DIRECT LABOR		122,941.19

6:00 PM

# Two Men And A Truck - Flathead Valley MT

03/19/18

## Profit & Loss

Accrual Basis

January through December 2017

	Jan - Dec 17
<b>5700 · TRUCK EXPENSE</b>	
5710 · Fuel	7,544.14
5720 · Repairs	3,065.20
5722 · Body Repair	1,670.80
5730 · Preventative Maintenance	869.00
5760 · Rental Trucks - Short Term	6,917.70
5770 · Truck Licenses & Fees	10.00
5790 · Insurance	2,660.00
5800 · Interest	2,552.61
5850 · Depreciation - Trucks	17,581.29
5890 · GPS	1,336.84
5895 · Truck Supplies	1,171.82
<b>Total 5700 · TRUCK EXPENSE</b>	<b>45,379.40</b>
<b>5900 · OTHER MOVING &amp; STORAGE EXPENSE</b>	
5910 · Travel Costs	595.60
5920 · Meals	248.33
5930 · Per Diem	3,369.60
<b>Total 5900 · OTHER MOVING &amp; STORAGE EXPENSE</b>	<b>4,213.53</b>
<b>Total COGS</b>	<b>182,228.21</b>
<b>Gross Profit</b>	<b>90,113.61</b>
<b>Expense</b>	
<b>6000 · MARKETING EXPENSE</b>	
6020 · Print Collateral	372.41
6030 · Membership/Networking Fees/Dues	
6030 · Membership/Networking Fees/Dues - Other	675.00
<b>Total 6030 · Membership/Networking Fees/Dues</b>	<b>675.00</b>
6050 · Direct Mail	643.85
6090 · Television	5,720.50
6100 · Internet	
6100.1 · Pay-per-click advertising	2,125.00
6100.4 · Social media advertising	110.76
<b>Total 6100 · Internet</b>	<b>2,235.76</b>
6200 · TMT Merchandise	124.29
6630 · Signage	508.00
6740 · Contract and professional servi	199.00
<b>Total 6000 · MARKETING EXPENSE</b>	<b>10,478.81</b>
<b>7000 · EMPLOYEE COSTS - RR&amp;T</b>	
7010 · Awards	100.00
7021 · Internet Recruiting Ad	
7021.3 · Job Boards Recruiting Ad	468.00
<b>Total 7021 · Internet Recruiting Ad</b>	<b>468.00</b>
7022 · Billboard Recruiting Ad	72.00
7140 · Employee Events	35.87
7150 · Pre-Employment Assessment	
7150.1 · Drug Screen	1,183.51
7150.2 · Background Checks	791.56
7150.3 · Physicals	310.00
<b>Total 7150 · Pre-Employment Assessment</b>	<b>2,285.07</b>
7160 · Employee Meeting Food	347.90
<b>Total 7000 · EMPLOYEE COSTS - RR&amp;T</b>	<b>3,308.84</b>

6:00 PM

# Two Men And A Truck - Flathead Valley MT

03/19/18

## Profit & Loss

Accrual Basis

January through December 2017

	Jan - Dec 17
<b>7200 · FACILITY EXPENSE</b>	
7220 · Depreciation-Leasehold Improv	1,052.47
7230 · Insurance-Property & Gen Liab	9,518.00
7240 · Rent	16,621.30
7250 · Repairs & Maint-Building	110.54
7260 · Telephone	1,257.51
7270 · Trash Removal	32.64
7290 · Utilities	1,925.00
<b>Total 7200 · FACILITY EXPENSE</b>	<b>30,517.46</b>
<b>7400 · PROFESSIONAL FEES</b>	
7410 · Accounting	2,000.00
7420 · Legal	1,357.60
7430 · Payroll Services	1,431.50
7450 · Other Professional Fees	69.99
7480 · CRC	8,426.58
<b>Total 7400 · PROFESSIONAL FEES</b>	<b>13,285.67</b>
<b>7500 · VEHICLE COSTS - NON MOVING</b>	
7540 · Gas, Repairs & Maintenance	2,340.07
7550 · License, Registration & Insur.	413.09
7560 · Fuel	383.93
<b>Total 7500 · VEHICLE COSTS - NON MOVING</b>	<b>3,137.09</b>
<b>7600 · OFFICE &amp; OTHER</b>	
7610 · Repairs & Maint-Equip	1,271.00
7640 · Office Supplies	11,398.68
7641 · Mobile Technology	745.00
7645 · Postage & Delivery Expense	115.17
7646 · Dues and Subscriptions	229.80
7660 · Insurance-Other	875.00
7670 · Business Licenses & Permits	868.00
7680 · Cellular Phones	441.70
7690 · Taxes-Other	153.22
7700 · Travel	28,535.51
7702 · Meals	1,154.24
7710 · Internet Service	1,600.28
7720 · Depreciation-Equip & Software	666.24
7730 · Depreciation-Furniture & Fixt	1,080.10
7740 · Amortization of Authorities	196.91
7750 · Amortization of Franchise Fees	5,500.00
7790 · Uniforms	
7790.1 · Gross Uniform Cost	2,927.85
<b>Total 7790 · Uniforms</b>	<b>2,927.85</b>
<b>Total 7600 · OFFICE &amp; OTHER</b>	<b>57,758.70</b>
<b>7800 · FRANCHISE OPERATING COST</b>	
7810 · Royalty Fees	14,680.71
7820 · Advertising Fees	2,446.78
7830 · Technology Fees	4,819.05
7800 · FRANCHISE OPERATING COST - Other	1,000.00
<b>Total 7800 · FRANCHISE OPERATING COST</b>	<b>22,946.54</b>
<b>7900 · FINANCE COST</b>	
7915 · Interest-Line of Credit	1,467.12
7920 · Bad Debt Expense	200.00
7930 · Credit Card Processing Fees	4,635.76
7940 · Bank Fees	291.00
7950 · Over/Underpayment Adjustment	-7.69
<b>Total 7900 · FINANCE COST</b>	<b>6,586.19</b>

6:00 PM

Two Men And A Truck - Flathead Valley MT

03/19/18

Profit & Loss

Accrual Basis

January through December 2017

---

	Jan - Dec 17
8000 · SUPPORT STAFF	
8110 · CSR Wages	14,882.37
8130 · CSR Wages - OT	335.04
8210 · Manager Wages	1,000.00
8310 · Office Staff Wages	11,893.26
8810 · Payroll Taxes	2,413.57
8830 · Workers Comp Insurance	350.83
Total 8000 · SUPPORT STAFF	30,875.07
8900 · OWNERS COMPENSATION	
8910 · Owner Wages	16,923.06
8960 · Owner Other Expense	86.31
8970 · Payroll Taxes	
8970.1 · FICA Expense	1,294.59
8970.2 · FUTA Expense	42.00
8970.3 · SUTA Expense	181.50
Total 8970 · Payroll Taxes	1,518.09
Total 8900 · OWNERS COMPENSATION	18,527.46
Total Expense	197,421.83
Net Ordinary Income	-107,308.22
Other Income/Expense	
Other Income	
9850 · Other Non Operating Income	-200.00
Total Other Income	-200.00
Other Expense	
9950 · Other Non Operating Expenses	0.50
Total Other Expense	0.50
Net Other Income	-200.50
Net Income	<u>-107,508.72</u>

<b>Name</b>	<b>Mountain Moving &amp; Storage, LLC dba Two Men and a Truck</b>	
<b>PSC #</b>	<b>9522</b>	
<b>Year</b>	<b>2017</b>	
	<b>BALANCE SHEET (ASSETS)</b>	
	<b><u>CURRENT ASSETS</u></b>	
	Cash & Working Funds	See attached
	Special Deposits	
	Temporary Cash Investments	
	Notes Receivable	
	Accounts Receivable	
	Prepayments	
	Materials & Supplies	
	Other Current Assets	
	<b>TOTAL CURRENT ASSETS</b>	
	<b><u>TANGIBLE PROPERTY</u></b>	
	Carrier Operating Property	
	<b>Less: Reserve for Depreciation (enter positive numbers only)</b>	
	Carrier Operating Property Leased to Others	
	<b>Less: Reserve for Depreciation (enter positive numbers only)</b>	
	Non-Carrier Operating Property	
	<b>Less: Reserve for Depreciation (enter positive numbers only)</b>	
	<b>TOTAL TANGIBLE PROPERTY</b>	
	<b><u>INTANGIBLE PROPERTY</u></b>	
	Organization, Franchises & Permits	
	<b>Less: Reserve for Amortization (enter positive numbers only)</b>	
	Other Intangible Property	
	<b>Less: Reserve for Amortization (enter positive numbers only)</b>	
	<b>TOTAL INTANGIBLE PROPERTY</b>	
	<b>Other Accounts</b>	
	Investment Securities and Advances	
	Special Funds	
	Deferred Debits	
	<b>Total Other</b>	
	<b>TOTAL ASSETS</b>	

Name	Mountain Moving & Storage, LLC dba Two Men and a Truck	
PSC #	9522	
Year	2017	
	<b>BALANCE SHEET (LIABILITIES)</b>	
	<b><u>CURRENT LIABILITIES</u></b>	
	Notes Payable & Matured Long Term Obligations	See attached
	Accounts Payable	
	Wages Payable	
	C.O.D.'s Unremitted	
	Taxes Accrued	
	Interest Accrued	
	Matured Interest	
	Other Current Liabilities	
	<b>TOTAL CURRENT LIABILITIES</b>	
	<b><u>LONG TERM DEBT DUE WITHIN ONE YEAR</u></b>	
	Equipment Obligations and other Debt	
	<b><u>LONG TERM DEBT DUE AFTER ONE YEAR</u></b>	
	Advances Payable	
	Equipment Obligations	
	Less reacquired and nominally issued (enter positive number only)	
	Other Long Term Obligations	
	Less reacquired and nominally issued (enter positive number only)	
	<b>TOTAL LONG TERM DEBT</b>	
	<b><u>Other</u></b>	
	Total Deferred Credits	
	Total Reserves	
	<b>TOTAL OTHER</b>	
	<b><u>SHAREHOLDERS' (OR PROPRIETORS') EQUITY</u></b>	
	Capital Stock	
	Proprietors' Capital	
	Retained Earnings	
	<b>TOTAL SHAREHOLDERS' (OR PROPRIETORS') EQUITY</b>	
	<b>TOTAL LIABILITIES &amp; SHAREHOLDERS' (OR PROPRIETORS') EQUITY</b>	
	<b>TOTAL ASSETS</b>	
	DO TOTAL ASSETS <b>EQUAL</b> TOTAL LIABILITIES & SHAREHOLDERS' (OR PROPRIETORS) EQUITY? IF NOT PLEASE REVIEW AND MAKE CORRECTIONS.	



6:00 PM

03/19/18

Accrual Basis

# Two Men And A Truck - Flathead Valley MT

## Balance Sheet

As of December 31, 2017

	Dec 31, 17
<b>ASSETS</b>	
<b>Current Assets</b>	
Checking/Savings	
1000 · Checking - Glacier Bank	13,619.35
<b>Total Checking/Savings</b>	13,619.35
Accounts Receivable	
1100 · Accounts Receivable	10,443.55
<b>Total Accounts Receivable</b>	10,443.55
<b>Other Current Assets</b>	
1200 · Inventory - Boxes & Supplies	6,780.60
1400 · Advances	513.00
<b>Total Other Current Assets</b>	7,293.60
<b>Total Current Assets</b>	31,356.50
<b>Fixed Assets</b>	
1520 · Leasehold Improvements	6,620.01
1530 · Moving Trucks	124,135.87
1550 · Office Equipment & Software	3,909.84
1560 · Furniture and Fixtures	9,629.27
1620 · Accum Depr-Leasehold Improv	-1,052.47
1630 · Accum Depr-Moving Trucks	-17,581.29
1650 · Accum Depr-Equipment & Software	-666.24
1660 · Accum Depr-Furniture & Fixture	-1,080.10
<b>Total Fixed Assets</b>	123,914.89
<b>Other Assets</b>	
1700 · Security Deposits	3,790.00
1800 · Authorities Fees	1,026.15
1810 · Franchise Fee	30,000.00
1900 · Accum Amort-Authorities Fees	-196.91
1910 · Accum Amort-Franchise Fee	-5,500.00
<b>Total Other Assets</b>	29,119.24
<b>TOTAL ASSETS</b>	<b><u>184,390.63</u></b>
<b>LIABILITIES &amp; EQUITY</b>	
<b>Liabilities</b>	
<b>Current Liabilities</b>	
Credit Cards	
2050 · Credit Card - American Express	6,435.13
<b>Total Credit Cards</b>	6,435.13
<b>Other Current Liabilities</b>	
2110 · Customer Deposit Liability	1,050.00
2130 · Tips Payable (In/Out)	670.00
2200 · Line of Credit	75,000.00
2230 · ST - Truck Loan #1	14,450.43
<b>Total Other Current Liabilities</b>	91,170.43
<b>Total Current Liabilities</b>	97,605.56
<b>Long Term Liabilities</b>	
2600 · Truck Loan #1	51,968.14
<b>Total Long Term Liabilities</b>	51,968.14
<b>Total Liabilities</b>	149,573.70

6:00 PM  
03/19/18  
Accrual Basis

**Two Men And A Truck - Flathead Valley MT**  
**Balance Sheet**  
As of December 31, 2017

---

	Dec 31, 17
Equity	
3100 · Capital - EJM	48,000.00
3110 · Capital - BGH	48,000.00
3200 · Capital - JGH	48,000.00
3900 · Retained Earnings	-1,674.35
Net Income	-107,508.72
Total Equity	34,816.93
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b><u>184,390.63</u></b>

Name	Mountain Moving & Storage, LLC dba Two Men and a Truck
PSC#	9522
YEAR	2017

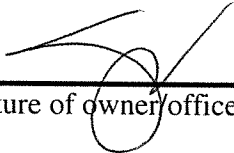
# OATH

STATE OF Alabama

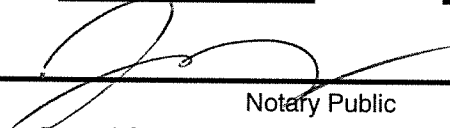
SS.

County of Tuscaloosa

I, the undersigned representative of the motor carrier, above named, on my oath say that the foregoing return has been prepared, under my direction, from the original books, papers and records of said motor carrier; that I have carefully examined the same and declare the same to be a complete and correct statement of the business and affairs of said motor carrier in respect to each and every matter and thing therein set forth, to the best of my knowledge, information and belief; and I further say that no deductions were made before stating the gross earnings or receipts herein set forth except those shown in the foregoing accounts; and that the accounts and figures contained in the foregoing return embrace all of the financial operations of said motor carrier during the period for which said return is filed.

  
 \_\_\_\_\_  
 (Signature of owner/officer/authorized representative)  
  
 \_\_\_\_\_  
 Sec/Treasurer  
 \_\_\_\_\_  
 (Title)

SUBSCRIBED AND SWORN to before me this 21 day of MARCH 20 18

  
 \_\_\_\_\_  
 Notary Public  
 In and for the State of Alabama

Residing at 2020 University Blvd, Tuscaloosa, AL 35401

My Commission Expires 8/11/2018

