Mather Brothers Moving Company, LLC
Docket No. 2016-56-T
Testimony of Michael Christopher Reed, General Manager of Applicant

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1. **Please state your full name and business address for the record.**

   Michael Christopher Reed
   Mather Brothers Moving Company, LLC
   3240 Benchmark Drive
   Ladson, SC 29456

2. **Can you tell me what you do for a living?**

   I am the General Manager of the Applicant Mather Brothers Moving Company, LLC ("Applicant") at its location at 3240 Benchmark Drive, Ladson, SC 29456. My background is that I am 42 years of age and have lived in South Carolina for 17 years. I served for 8 years in United States Army as a Sergeant in the Eighty Second Airborne Division and Military Police Corps. From 2000 to 2006, I worked for Sellers Transfer in Charleston, SC, and from 2006 to 2012 for Atlantic Transfer in North Charleston, SC. At both companies, I was involved in operations and sales. I began working for Applicant in 2012. I have therefore worked in the household goods industry for 17 years.

3. **Can you please elaborate more on your specific responsibilities in your role with Mather Brothers Moving Company, LLC?**

   Applicant is headquartered in Garner, North Carolina near Raleigh, which is its only other location. Its Member is Mike Mather who grew up in the moving industry. In 1984, at 14 years old along with his brother Greg, he took his first job working for his uncles who were drivers for a nationwide moving and storage company. He learned from the beginning that moving families is more than just an impersonal service and that customers must trust their movers with everything they have worked their entire lives for. He realized then that the key to success was to show his customers that he was skilled in his trade, fair to deal with, care about their reputation and the quality of their service. He founded Applicant along with his brother Greg who no longer is associated with it in 1998. Applicant's website is http://www.matherbrothers.com.

   At its Ladson, South Carolina location, Applicant operates a warehouse that is 20,000 sq. ft., is assigned five (5) 24 foot trucks, and a pack van, and has 15 employees. Applicant is an agent for national mover Wheaton Van Lines and therefore provides origin and destination services at its locations in North and South Carolina for

household goods moves in interstate commerce via the interstate authority of Wheaton Van Lines. It has been assigned USDOT No. 1093443 from the United States Department of Transportation, Federal Motor Carrier Safety Administration, and holds Certificate of Compliance for the Operation of Motor Vehicle Carriers No. 4281, from the South Carolina Department of Motor Vehicles, Motor Carrier Section (Exhibit A), through which it provides intrastate transportation for general commodities primarily office moves.

4. **How has Mather Brothers Moving Company, LLC performed in the market since opening?**

   Since opening at our Ladson location, we have successfully provided interstate household goods service with 90% being for military personnel and 10% for civilians. In addition, we have actively performed office moves and some general commodity services under our Certificate of Compliance. Our goal once we receive our Intrastate Authority is to grow our business to fifty percent intrastate household goods, and the other fifty percent interstate household goods through Wheaton and intrastate commercial.

5. **Have you had any formal complaints filed, fines levied, or actions taken for any type of non-compliance against Applicant by any State or Federal regulatory agencies in the areas of transportation or regulated moving services**?

   No.

6. **Why did Mather Brothers Moving Company LLC decide to open a South Carolina location?**

   We are well-acquainted with the industry nationally and in particular North and South Carolina. Because we receive phone calls daily from customers asking us to provide intrastate service in South Carolina because they cannot find an available mover, we are convinced that additional service is needed in South Carolina. In particular there is a high demand from Memorial Day to Labor Day and throughout the year in the last five days of the month when most residential real estate sales close.

7. **Based on your previous response, would it be a fair statement to say that the State could support another household goods moving company?**

   Yes.

8. **That is all the questioning that I have for you. Do you have anything else you would like to add for the record or does this conclude your testimony?**

   No, this concludes my testimony.

PUBLIC SERVICE COMMISSION OF SOUTH CAROLINA

DOCKET NO. 2016-56-T

IN RE:

Application of Mather Brothers Moving Company LLC for a Class E (Household Goods) Certificate of Public Convenience and Necessity for Operation of Motor Vehicle Carrier

VERIFICATION OF
Michael Christopher Reed, General Manager, Manager of Applicant Mather Brothers Moving Company, LLC – Ladson, SC

The Affiant, after having been duly sworn, deposes and states as follows:

1. I am, Michael Christopher Reed, General Manager of Applicant Mather Brothers Moving Company, LLC – Ladson, SC.
2. My office is located at 3240 Benchmark Drive, Ladson, SC 29456.
3. I have read and verified my Testimony, which consists of 2 pages.
4. The contents of my Testimony are true and correct to the best of my knowledge, and my answers to the questions posed therein would have been the same if given orally on the stand.

Further, Affiant sayeth not.

Michael Christopher Reed

Sworn to and subscribed to me
This 15 day of APRIL, 2016

Notary Public of South Carolina
My Commission Expires: 2/11/16

JUDITH A GENTILE
NOTARY PUBLIC
EXP. 02/11/2026
SOUTH CAROLINA