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BEFORE  
THE PUBLIC SERVICE COMMISSION OF  
SOUTH CAROLINA  
DOCKET NO.: 2016-352-T

IN RE: Application of WEB )  
Endeavors, Inc. d/b/a Two )  
Men and a Truck of Florence ) Telephone Deposition of:  
for Class E (Household Goods) ) Neil Grantham, Jr.  
Certificate of Public ) November 8, 2016  
Convenience and Necessity )

Telephone Deposition on oral examination of Neil Grantham, Jr., reported by Sonya K. Grice, Court Reporter and Notary Public in and for the State of South Carolina; pursuant to Rule 30 of the South Carolina Rules of Civil Procedure and S.C. Code Ann. Regs. 103-834; said deposition was taken at Adams and Reese, LLP, 1501 Main Street, 5th Floor, Columbia, South Carolina, on Tuesday, the 8th day of November, 2016, scheduled for 3:00 p.m. and commencing at the hour of 3:05 p.m.

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APPEARANCES:

Representing the Applicant:

JOHN J. PRINGLE, JR., ESQUIRE  
Adams and Reese, LLP  
1501 Main Street, 5th Floor  
Columbia, South Carolina 29201  
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Representing the Office of Regulatory Staff:

JENNY PITTMAN, ESQUIRE  
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Columbia, South Carolina 29201  
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(Deposition of Neil Grantham, Jr.)

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EXHIBIT INDEX: (None proffered)

\* \* \* \* \*

Court Reporter's Legend:

- dashes [--] Intentional or purposeful interruption
- [ph] Denotes phonetically written
- [sic] Written as said

1           This telephone deposition is taken in accordance  
2 with the South Carolina Rules of Civil Procedure.

3           It is agreed and stipulated by the deponent and  
4 respective counsel that the reading and signing of the  
5 deposition by the deponent is expressly NOT waived.

6           MR. PRINGLE: This is a deposition of Neil Grantham in  
7 Docket Number 2016-352-T that's being taken  
8 pursuant to a hearing officer directive or  
9 something in this docket that has authorized this  
10 to take place. My name is Jack Pringle with the  
11 firm of Adams and Reese representing the  
12 Applicant. Do you want to introduce yourself?

13          MS. PITTMAN: This is Jenny Pittman with the Office of  
14 Regulatory Staff.

15          MR. PRINGLE: And before we get started, before the  
16 court reporter swears you in, I wanted to get on  
17 the record that by agreement of counsel, the two  
18 lawyers in the case, we've agreed to let this go  
19 forward even though the court reporter is not  
20 present with the witness, meaning you're not in  
21 the same place as the court reporter is, and  
22 that's fine with us -- that's often the normal  
23 practice for these depositions to be done via  
24 telephone, so we've agreed that that's going to  
25 be the case. Okay. I think with that, now I

1 think the court reporter will swear you in and  
2 we'll get started.

3 MR. GRANTHAM: Okay.

4 WHEREUPON:

5 NEIL GRANTHAM, being duly sworn and cautioned to  
6 speak the truth, the whole truth and nothing but the truth,  
7 testifies as follows:

8 EXAMINATION

9 BY MR. PRINGLE:

10 Q. All right. If you would, Mr. Grantham, please  
11 state your full name and business address for the  
12 record?

13 A. David Neil Grantham, Jr. Business address is  
14 1310 West Evans Street, Florence, South Carolina,  
15 29501.

16 Q. Okay. By whom are you employed and in what  
17 capacity?

18 A. Owner, Broker in Charge, Grantham Properties.

19 Q. Okay. Tell me a little bit about what you do for  
20 a living and being the owner and broker for  
21 Grantham Properties?

22 A. Buy, sell, manage real estate, either for myself  
23 or for clients.

24 Q. Okay. Drill into that a little bit more for me.  
25 Does that involve many different areas of real

1           **estate? Does it encompass commercial real estate**  
2           **and residential real estate or tell me a little**  
3           **bit more about that?**

4           A. It encompasses residential, commercial, land,  
5           transactions of any of those three sorts; and  
6           also goes involving with rentals, whether that be  
7           commercial, residential or land leases. To  
8           broaden on that a little bit. Any type of piece  
9           of property you may have or you want to buy, you  
10          want to sell it, you want to manage it, we can do  
11          any type of those real estate transactions or we  
12          can manage your property for you and give you  
13          advice on what it is that you'd like to see done  
14          with your real estate.

15          **Q. Okay. How long have you been in the real estate**  
16          **business?**

17          A. I've been in the real estate business since I was  
18          17 years old. I'm 31 now.

19          **Q. Okay. And what kind of -- do you hold any**  
20          **particular licenses?**

21          A. Yeah. I'm a licensed builder in South Carolina.  
22          I'm a Broker. I'm a Realtor with the National  
23          Realtors' Association.

24          **Q. Okay.**

25          A. Those are the titles that I hold.

1           **Q.    Okay.  How many other, other than yourself, how**  
2           **many other people are employed by or involved**  
3           **with Grantham Properties?**

4           A.    Right now with Grantham Properties we have, and  
5           this varies, about 15 employees; some that may  
6           work in the office, some that work outside, some  
7           that are agents but also do real estate.  So  
8           we're looking at about 15 right now but we also  
9           have subs that we use that can vary between 15 to  
10          20 subs.

11          **Q.    Okay.  Is that sort of cyclical or seasonal or --**

12          A.    Right now we have more subs right now due to the  
13          hurricane that we had last month but, on average,  
14          we're looking at about 15 employees that is at  
15          all times.

16          **Q.    Okay.  And how long has Grantham Properties been**  
17          **in existence?**

18          A.    Grantham Properties has been in existence since  
19          2000--and -- I'd have to go back and look at the  
20          records, I think it's 2004.

21          **Q.    Okay.  All right.  And during the -- from 2004**  
22          **forward, and I don't want you to go into too many**  
23          **particulars, but describe a little bit about what**  
24          **business has been like over that, you know,**  
25          **roughly 12 year span of time?**

1           A.    Do you want it as in as a whole or do you want me  
2                   to break it up as in real estate sales or  
3                   rentals?

4           **Q.    I don't necessarily need you to go -- I mean, I**  
5                   **guess I want to sort of characterize it in terms**  
6                   **of what kind of business you've been doing and**  
7                   **how that business changes, and changes in volume**  
8                   **of certain types of businesses, whether that's**  
9                   **listings or sales or however you want to**  
10                  **characterize it.**

11          A.    Okay. Well, a lot of the, with any real estate,  
12                  a lot of it is influenced by what's going on with  
13                  the economy, whether you look at residential or  
14                  you look at commercial; it could change at any  
15                  time. You'll see a difference between an uptick  
16                  and people wanting to purchase property, people  
17                  wanting to sell property, people wanting to rent  
18                  property, and whether it be residential or  
19                  commercial, those two products never really work  
20                  the same. You'll see them do it in a different  
21                  sense of what is stronger at the time of,  
22                  whenever you look at it, throughout the course of  
23                  when I've been operating my business, but you'll  
24                  always see changes. And when we work both sides  
25                  of the sales and the rentals, you'll see too

1           which one outweighs the other as far as what's  
2           doing better, whether you've got more pressure on  
3           rentals, meaning more demands or you have more  
4           demand against sales, whether it be purchasing or  
5           selling of those types of properties, whether it  
6           be residential or commercial, but it changes  
7           quite frequently.

8           **Q.    Okay.  Let me break it down a little bit more.**

9           **How would you characterize the amount of business**  
10          **you're doing right now in 2016 relative to just**  
11          **say for example 2010 which was, you know, pretty**  
12          **widely believed to be during the recession?**

13          **A.**It is a lot higher now.  You'll see there's a lot  
14          more demand for -- and partly this is because you  
15          have a lot of demand in rentals because people --  
16          it depends on what level that you are as far as  
17          what you can afford or what your background's  
18          been with your credit, but you see the ability  
19          for people to purchase homes is starting to  
20          become easier again and the ability of people  
21          that want to do it because rental prices are  
22          increasing, you'll see a lot more sales  
23          transactions with residential real estate, but  
24          still the rental market is extremely strong  
25          because there's not ability for people or they do

1 not want to purchase property. But either way  
2 you look at it, you see a lot of movement whether  
3 you put buying and selling property or you have  
4 renting; you've got people that are making  
5 changes constantly and moving around.

6 **Q. Okay. What, and I should have asked you this**  
7 **before, what kind of territory or area**  
8 **encompasses your services? You mentioned that**  
9 **your office is in Florence. I presume that means**  
10 **that a lot of the work you do involves property**  
11 **in Florence County, correct?**

12 A. Yes. The majority of it's in Florence County.  
13 We do operate outside of that and we also do work  
14 in Columbia. We do work in Georgetown. And then  
15 we touch the outer counties of Florence.

16 **Q. Okay. And what are those ones around Florence,**  
17 **just for my own, if you can recall? I don't have**  
18 **a map.**

19 A. You mean --

20 **Q. What counties --**

21 A. You mean -- oh. Marion County.

22 **Q. Yeah.**

23 A. Darlington County.

24 **Q. Uh-huh.**

25 A. Sumter County.

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**Q. Uh-huh.**

A. Hemmingway. Johnsonville. Lake City.  
Kingstree. Those are, just to name a few, --

**Q. Okay.**

A. -- are areas that we also breach into.

**Q. Okay. And then do you keep track of the number of listings that you have at any given time?**

A. If I ever need to I can go on to the multiple listing service, the MLS, and we can look at what we have available as far as what we have listed. Or, you can actually go online and look and see what the MLS system has as a whole for what's going on in the area. How many are listed? How many are listed today? How many sold today? How many are on the market for sale? Yes, so we have that market data available.

**Q. Well are there, for example, are there more listings now than there were two years ago or four years or six years ago?**

A. There are more listings, partly, for two reasons. One is you've got more homes being built now and then you just have -- just with it not having as many homes that get off the market then you have a higher average of a home being on the market for a longer period of time, that creates more

1           availability. So there still is right now, for  
2           home sales, there's more supply than what the  
3           demand is. That could be because the demand is  
4           in a different price bracket or that demand's  
5           pushing more towards rentals instead of wanting  
6           to purchase homes.

7           **Q. Okay. You mentioned that more homes were being**  
8           **built. What kind of knowledge, if any, do you**  
9           **have about developments in the area where you do**  
10          **business or new homes being built or other things**  
11          **that might lead to, you know, to more people,**  
12          **more houses being built?**

13          A. If you were to place yourself in the middle of  
14          Florence, let's say Five Points, you can go any  
15          direction outside of the city and you'll run into  
16          a new development where there's actual building  
17          happening right now. Subdivisions are getting  
18          built. Vacant lots or open lots that have not  
19          been developed in neighborhoods are being  
20          developed. So you see that activity everywhere  
21          you go. You can go to south Florence, you can go  
22          to west Florence, you can go to east Florence,  
23          and you will find developments either cranking  
24          back up that have been stagnant or new ones  
25          starting.

1 Q. Okay.

2 A. That's happened over the past -- that started --  
3 that's become very strong in the last two years.

4 Q. Okay. All right. Well then let's move to a  
5 little bit of a new subject. In performing all  
6 of the different types of real estate services  
7 that you've described, do you encounter people  
8 who are moving, and when I'm saying moving, I  
9 mean moving residentially within the state of  
10 South Carolina?

11 A. Yes. Whether it be residential and -- or someone  
12 needing to be somewhere to rent, or commercial,  
13 they're needing that type of assistance because  
14 they're moving locally or they're moving out of  
15 the state, but they could be moving inside of  
16 Florence, the city or the County, or they could  
17 be staying within the state and moving from  
18 Florence to another area in the state. But, yeah  
19 that's, I mean, almost, I'd say 99 percent of the  
20 transactions. And someone's gotta move.  
21 Someone's got to have their stuff transported for  
22 them; either they're going to do it their self or  
23 they're going to have a company do it for them.  
24 They're going to need to face that challenge and  
25 figure out how to go about it.

1           **Q. Do you ever, in the course of providing your**  
2           **services, do you ever find yourself in a position**  
3           **to recommend movers or suggest movers to your**  
4           **customers and clients?**

5           A. I do. And the bad thing is it's really limited  
6           in Florence where we can offer that type of  
7           reference to them. Because there's only -- I  
8           mean, there's pretty much two -- there's two  
9           businesses that I would recommend and then the  
10          rest of them would be U-haul, do it yourself;  
11          PODS or U-haul, where you have to do everything  
12          yourself.

13          **Q. Okay. And so do you know right off the top of**  
14          **your head the names of the two movers, moving**  
15          **companies, that are in Florence?**

16          A. One is Redding Brothers, but they're limited on  
17          who they can transport and where they can go.

18          **Q. Okay.**

19          A. So that's very limited. The other one, also very  
20          limited, is called Helping Hands. They can --  
21          they're limited on where they can go and how far  
22          they can go, what they can move. And then  
23          everything else would just be, you pretty much  
24          Google who's available, and that's not local,  
25          it's somebody coming in from out of Florence or

1 out of the state. And those typically can be  
2 used if someone's moving a majority of stuff or  
3 moving from state to state because you can't  
4 bring in somebody that's gonna work with you or  
5 make that move for you because of the cost, and a  
6 lot of times that person that's moving, they're  
7 not going to want to pay that cost because  
8 there's no demand here because there's nobody  
9 that locally can move you around, then you're  
10 going to do it yourself or you're gonna have  
11 those two other companies to work with, if they  
12 can move you wherever it is that you're going.

13 **Q. Okay. Just, and we touched on this a little bit,**  
14 **but just based upon your experience and with the**  
15 **clients and customers you deal with, tell me**  
16 **about some of the places that your clients are**  
17 **moving to and from that you've heard about when**  
18 **you're helping them?**

19 A. You mean locally?

20 **Q. Locally or, you know, locally, or from other**  
21 **places in the state in South Carolina? Or to**  
22 **other places in the state?**

23 A. Well, with who I'm dealing with, and the majority  
24 of it would be residential, they're going to be  
25 taking their personal belongings and they're

1 going to need somebody to help them or they're  
2 going to have to do it themselves, move their  
3 items and go into another home or go into another  
4 rental. So, whatever it may be, it's their  
5 personal goods that they're having to move --

6 **Q. Right.**

7 A. -- from one dwelling to another.

8 **Q. Yeah. And I guess my question more particularly**  
9 **is, just based upon your knowledge is, and I'll**  
10 **just give you an example, I'm not suggesting**  
11 **this, but if, for example, you know about**  
12 **somebody who moved from Greenville to Florence or**  
13 **moved from Florence to Georgetown or moved from**  
14 **Columbia to Florence, those types of things, just**  
15 **your anecdotal knowledge of where people are**  
16 **moving?**

17 A. You'll see them moving to many different places.  
18 They're coming in from many different states.  
19 They're coming out to like Greenville, that's a  
20 location, you know, we go to Columbia. They're  
21 moving to Georgia, they're moving across the US.  
22 There's many different places where people are  
23 coming in, coming out. We just had somebody move  
24 from Texas and then we actually, I know somebody  
25 that just moved back to Texas from Florence. So

1 they're traveling from all different places, some  
2 here to stay, some that leave. So, I mean, it's  
3 any scenario you can think of, it's happening.  
4 People are moving from all over or they're moving  
5 locally.

6 **Q. Sure. So specifically, since this application is**  
7 **just for authority from the Public Service**  
8 **Commission to move -- to do moves within the**  
9 **State of South Carolina, just mention a few of**  
10 **the moves you know about that are taking place**  
11 **from one place in South Carolina to another place**  
12 **in South Carolina?**

13 A. I had a -- last month I had somebody move to  
14 Marion, somebody moved to Timmonsville, somebody  
15 moved to Columbia. I had plenty of people that  
16 moved from Florence to Florence, whether it be  
17 from one house to another house cause they were  
18 up sizing, downsizing; and that could be buying a  
19 house or renting one property and moving and  
20 renting to another property, because they had to  
21 go from a two bedroom to a three bedroom or they  
22 needed two bathrooms instead of one. So, in  
23 locally and in the state, we have plenty of those  
24 that we see.

25 **Q. Okay. Can the market, you know, based upon all**

1           **the knowledge and experience that you have, can**  
2           **the market support another mover that has**  
3           **intrastate, statewide authority in South**  
4           **Carolina?**

5           A.   Yes, I think personally that we need another  
6           moving company because we're so limited that --  
7           to be able to find someone that you can depend on  
8           that has the ability to move within the state and  
9           if -- having that would be a good thing because  
10          we're so limited in what we have available to us  
11          locally in Florence and that would make a great  
12          difference for people to be able to move from one  
13          location to another, whether it be locally or  
14          within the state.

15          Q.   **Okay.**

16          A.   I think Florence would be a great location.

17          Q.   **Sure.  Should Two Men and a Truck of Florence, or**  
18          **this applicant, receive the authority it seeks**  
19          **from the Commission, would your company be in the**  
20          **position to refer moves to Two Men and a Truck?**

21          A.   Yes, it would.  And also, as long as we had good  
22          information, reviews from the people that use  
23          them that they were happy with the services and  
24          they would recommend them again then we would  
25          continue to refer them to more residents or

1 tenants or people moving from buying and selling  
2 property, because we would love to be able to  
3 have somebody that we could refer that does good  
4 repeat business for moving people's personal  
5 goods.

6 **Q. Okay. And then one just final question and**  
7 **you've sort of answered it but I'll just sort of**  
8 **sum it up. How would you describe the growth in**  
9 **the Pee Dee Region? And I guess that means**  
10 **mostly Florence County, but sort of in the area**  
11 **in Florence County and those counties that you've**  
12 **described surrounding Florence?**

13 A. Now, you want the description and how it is  
14 occurring or what's occurring?

15 **Q. Just some combination of the two. You don't have**  
16 **to be too specific but just a general, your**  
17 **general observation of that?**

18 A. Okay. Well, you're seeing a lot of changes  
19 because of we are vastly an industry town and  
20 Florence's economic development, they're doing a  
21 good job being able to bring in more business so  
22 it's, you know, there's been a good uptick in  
23 that and they continue to do a good job. That's  
24 what brings in a lot of jobs. So industry plays  
25 a big role here and when that occurs, everything



1           asked. And partly that's because a lot of people  
2           just don't know who they can use if they don't  
3           want to do it themselves.

4           **Q. Okay. Gotcha. Did you know the company owners**  
5           **before you were asked to testify?**

6           A. I know one of the individuals that is, I think, a  
7           partner with the company. I'm not sure of who  
8           their -- what the total situation is, if they're  
9           a partner or not, but I know they're involved.

10          MS. PITTMAN: All right. That's all that I have for  
11          you.

12          A. Okay.

13          MR. PRINGLE: Okay. And I don't have any additional  
14          questions.

15          Further deponent sayeth not.

16          (There being no further questions, the deposition  
17          concluded at 3:29 p.m.)

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CERTIFICATE OF REPORTER

I, SONYA K. GRICE, COURT REPORTER AND NOTARY PUBLIC IN AND FOR THE STATE OF SOUTH CAROLINA AT LARGE, HEREBY CERTIFY THAT I REPORTED THE TELEPHONE DEPOSITION OF NEIL GRANTHAM, JR., ON TUESDAY, THE 8TH DAY OF NOVEMBER 2016, THAT THE WITNESS WAS FIRST DULY SWORN BY ME AND THAT THE FOREGOING 21 PAGES CONSTITUTE A TRUE AND CORRECT TRANSCRIPTION OF MY STENOMASK REPORT OF SAID DEPOSITION.

I FURTHER CERTIFY THAT I AM NEITHER ATTORNEY NOR COUNSEL FOR, NOR RELATED TO OR EMPLOYED BY ANY OF THE PARTIES CONNECTED WITH THIS ACTION, NOR AM I FINANCIALLY INTERESTED IN SAID CAUSE.

I FURTHER CERTIFY THAT THE ORIGINAL OF SAID TRANSCRIPT WAS THEREAFTER SEALED BY ME AND DELIVERED TO JOHN J. PRINGLE, JR., ESQUIRE, ADAMS AND REESE, LLP, 1501 MAIN STREET, 5TH FLOOR, COLUMBIA, SOUTH CAROLINA, WHO WILL RETAIN THIS SEALED ORIGINAL TRANSCRIPT AND SHALL BE RESPONSIBLE FOR FILING SAME WITH THE COURT PRIOR TO TRIAL OR ANY HEARING WHICH MIGHT RESULT IN A FINAL ORDER ON ANY ISSUE.

IN WITNESS WHEREOF, I HAVE SET MY HAND AND SEAL THIS 15TH DAY OF NOVEMBER 2016.

\_\_\_\_\_  
SONYA K. GRICE, COURT REPORTER  
MY COMMISSION EXPIRES JULY 27, 2025

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VERIFICATION OF DEPONENT

I, NEIL GRANTHAM, JR., HAVE READ THE FOREGOING DEPOSITION CONSISTING OF 21 PAGE(S), WHICH WAS REPORTED BY SONYA K. GRICE, COURT REPORTER AND NOTARY PUBLIC IN AND FOR THE STATE OF SOUTH CAROLINA, ON TUESDAY, THE 8TH DAY OF NOVEMBER, 2016.

I FIND THE TRANSCRIPT OF THIS DEPOSITION TO BE A TRUE AND ACCURATE TRANSCRIPT ACCORDING TO MY TESTIMONY ON THAT DATE, WITH THE EXCEPTION OF \_\_\_\_\_ CHANGES AND/OR CORRECTIONS LISTED ON THE ATTACHED ERRATA SHEET WHICH WAS FILLED IN BY ME.

\_\_\_\_\_  
NEIL GRANTHAM, JR.

\_\_\_\_\_, 2016

