FF000411 121018 Freight Forwarders Annual Report Form (Class A) JUN 18 1980 ORIGINAL 1979 Approved by GAO B-180230 (R0254) Due: March 31, 1980 Expires CORRECT NAME AND ADDRESS IF DIFFERENT THAN NAME AND ADDRESS OF REPORTING CARRIER (Attach SHOWN. (See instructions) label from front cover on original, copy in full on auolicate) FF000417 CF Air A 0 A 465 CF Air Freight, Inc. CF Air Freight, Inc. 3055 Clearview Way P. O. Box 3301 Portland, OR 97208 Suite 310 San Mateo, CA 94402 (No label on front cover) Corporation 2. State whether respondent is an individual owner, partnership, corporation, association, etc. B If a partnership, state the names and addresses of each partner including silent or limited, and their interests Proportion of Interest Not Applicable Name Address 4. If a corporation, association or other similar form of enterprise, give March 23, 1966, Delaware (a) Dates and States of incorporation or organization (b) Directors' names, addresses, and expiration dates of terms of office 4-18-80 Ronald E. Burbank 3055 Clearview Way, San Mateo, CA, 94402 3055 Clearview Way, San Mateo, CA, 94402 4-18-80 W. Roger Curry 3055 Clearview Way, San Mateo, CA, 94402 4-18-80 D. E. Moffitt 3055 Clearview Way, San Mateo, CA, 94402 John P. Kelley 4-18-80 Raymond F. O'Brien 3055 Clearview Way, San Mateo, CA. 94402 He John Plaat 3055 Clearview Way, San Mateo, CA, 94402 (c) The names and titles of principal general officers 4-18-80 Raymond F. O'Brien Chairman of the Board President W. Roger Curry Richard F. Bryner Vice President - Operations Ronald E. Moffitt Vice President & Treasurer H. John Plaat Vice President & Secretary Vice President - Eastern Area Vice President - Sales & Marketing Donald G. Berger John W. Veenstra Norman R. Benke Assistant Secretary John P. Kelly Assistant Secretary Frank E. Roberts Assistant Secretary 5. Give the voting power, elections, and stockholders, as follows: A. Total voting securities outstanding (i) Common -(2) 1st Preferred votes (3) 2nd Preferred -votes

B. Does any class of securities carry any special privileges in any elections or in the control of corporate action?

If so, describe each such class or issue, showing the character and extent of such privileges.

(4) Other securities -

Number of votes.	by him. If a	k book or co- ing powers in incetting the investing the in	n been in or er held secur ed within suc	der, and the
of votes. o which entitled (c)	Common (d)	ls: Preferred	2nd Preferred	Other
o which entitled (c)	(d)	Preferred	Preferred	securities
10	10			March Street,
				
upon pre	paration two	o copies of 4	ts latest anni	ual replant
the year. I	name all co rach consoli	nstifuent con dation and ea	mpanies, and ich merger re	give specificeived from
ion and th	e laws under	which it was	organized, o	r the name
ot App	olicabl	e		
1	ion	ion	on and the laws under which it was	

11.	If any individual, individuals, association, or corporation held control, as trustee, other than receivership, over the respondent at the
	A. Date of trusteeship Not Applicable
	B. Authority for trusteeship
	C. Name of trustee
	D. Name of beneficiary of beneficiaries
	E Purpose of trust

12. Give a list of companies under common control with respondent Consolidated Freightways Corporation of Delaware Canadian Freightways, Ltd.
Canadian Freightways Eastern, Ltd.
Interport Sufferance Warehouse, Ltd.
Road Systems, Inc.
Freightways Terminal Company
United Terminals Ltd.
Consolidated Metco, Inc.

Freightliner Corporation
Freightliner of Canada, Ltd.
Freightliner Financial Services Ltd.
Freightliner Market Development Corp.
CF Data Services, Inc.
Centron Ltd.
Freightliner Credit Corporation

13. Furnish a complete list of all companies controlled by the respondent, either directly or indirectly, at the close of the year. List under each directly controlled company the companies controlled by it and under each company any others of more remote control. Each step of control should be appropriately indented from the left margin. After each company state the percentage, if any, of the voting power represented by securities owned by the immediately controlling company.

None

14. Give a complete list showing companies controlling the respondent, as of the close of the year. Commence with the company which is the most remote and list under each such company the company immediately controlled by it. Each step of control should be appropriately indented from the left margin. After each company state the percentage, if any, of the voting power represented by securities owned by the immediately controlling company. When any company listed is immediately controlled by or through two or more companies jointly. Itst all such companies and list the controlled company under each of them, indicating its status by appropriate cross references:

Consolidated Freightways, Inc. - 100%

15. States in which traffic is originated and/or terminated: (check appropriate boxes)

A 1. b	X Georgia	X Maryland	X New Jersey -	X South Carolina X
Alabama ——————————————————————————————————	I X Hawaii	X Massachuseits -	X New Mexico	X South Dakota X
Arizona —	X Idaho	X Michigan -	X New York	X Tennessee
Arkansas -	X Illinois —	X Minnesoia	North Carolina -	Texas -
California —	X Indiana	X Mississippi	North Dakota	X UIN -
Colorado -	X lows	- X Missouri	X Onio	Vermont -
Onnecticut -	X Kansas	Montana —	Okiahoma	Virginia ×
Delaware	X Kentucky -	Nebraska	Oregon -	Washington X
District of Columbia-	X Louisiana -	Nevada -	Pennsylvania	West Virginia X
Florida ———	Maine	New Hampshire -	Rhode Island -	Wyoming

ne	Balance at	financial data at the beginning of the year and at the close of the year (omit cents):	Balance at
0.	beginning	lsem	close of
1	of year	(b)	(c)
1		L CURRENT ASSETS	•
	580,852	(100) Cash	1,005,96
2		(101) Special cash deposits (Sec. 18)	
1		(102) Temporary cash investments	
•	13 650	1. Pledged 5 2. Unpledged 5	22,60
	******	(103) Working advances (104) Notes receivable	XXXXXX
,	*******	(105) Accounts receivable 8.158.1991	7,821,41
8	5,435,125	(106) Less Reserve for doubtful accounts s 336.786	7,821,41
9	6.831	(107) Accrued accounts receivable	12.97
0	- 0.001	(108) Materials and supplies	
2	353	(110) Deferred income tax charges (Sec. 19)	35
3	6,036,811	Total current assets	8.863.30
		IS SPECIAL FUNDS AND DEPOSITS	
4	********	(120) Sinking and other funds	AXXXXX
5		Less Nominally outstanding 5 4.667	*****
6 7	4.388	Less Nominally outstanding	4.66
8	4,388	Total special funds	4.66
		III. INVESTMENT SECURITIES AND ADVANCES	
9		(130) Investments in affiliated companies (Sec. 20)	
0	******	1 Pledged \$ 2 Unpledged \$	XXXXXX
1	_	Undistributed earnings from certain investments in affiliated companies (Sec. 21)	
3	******	1 Pledged 5 2 Unpledged \$	XXXXXX
4	-	(132) Less Reserve for adjustment of investments in securities	
25		(133) Allowance for net unrealized loss on noncurrent marketable equity securities	
6	-	Total investment securities and advances	
		IV. TANGIBLE PROPERTY 6 532 284	
27	3.039.795	(140) Transportation property (Sec. 22-A) 5 6,532,284	XXXXXX
18	3.039.793	(149) Less Depreciation and amortization reserve Transportation property (Sec. 22-B) 1,561,194	4,971,09
19	******	(160) Nontransportation property (Sec. 23)	*****
6	******		
	2 022 705	(161) Less: Depreciation reserve Nontransportation property (Sec. 23) Total tangible property	4 971 00
31	3,039,795		4,5/1,05
12	-	V. INTANGIBLE PROPERTY (165) Organization	
13	-	(166) Other intangible property	
34		Total intangible property	
	82,699	VI. DEFERRED DEBITS AND PREPAID EXPENSES	76,47
35	300,063	(170) Prepayments	146,21
36	300,003	(172) Other deferred debits	1,0,21
37	382,762	(173) Accumulated deferred income tax charges (Sec. 19) Total deferred debits and prepaid expenses	222,68
		VII. REACQUIRED AND NOMINALLY ISSUED SECURITIES	
39	*****	(190) Reacquired and nominally issued long-term debi	*****
10	*****	Reacquired 1 Pledged	******
11	*****	2 Unpiedged	******
12	******	Nominally issued 1 Pledged	******
13	*****	(191) Nominally issued capital stock	AXXXXX
15		1 Piedged 5 2 Unpledged \$	
6	9.463.756	TOTAL ASSETS	14.061.74

For compensating balances not legally restricted, see Sec. 17.

ine	Belance at beginning of year	Item	Balance at close of year
	(a)	(b)	(c)
	5	VIII. CURRENT LIABILITIES	5
8	-	(200) Notes payable	1 600 77
9	3,597,420	(201) Accounts payable	4,620,77
)	-	. (202) Accrued interest	
1		(203) Dividends payable	102,51
2	107.688	(204) Accrued taxes	WENNINGS WHEN THE CONTROL OF THE PROPERTY OF T
3	1,594,831	(205) Accrued accounts payable	1,844.08
4		(208) Deferred income tax credits (Sec. 19)	
5	5 000 000	(209) Other current liabilities	6 567 27
6	5,299,939	Total current liabilities	6,567.37
		1X. LONG-TERM DEBT (b1) Less— (b2) Less— Nominally Nominally outstanding issued	
,		(210) Funded debt (Sec. 29)	
8		(210.5) Capitalized leased obligations	
		(211) Receivers' and trustees' securities (Sec. 29)	
	1,383,383	(212) Amounts payable to affiliated	
1		companies (Sec. 30)	813,81
,	_	(213) Long-term debt in default (Sec. 29)	
	-		
2		(218) Discount on long-term debt	
3	1,383,383	(219) Premium on long-term debt	012 01
4	1,000,000	Total long-term debt	813,81
		X. RESERVES	
5		(220) Insurance reserves	
6	-	(221) Provident reserves	
7	-	(222) Other reserves	
8	-	Total reserves	
		XI. DEFERRED CREDITS	
9	55,082	(231) Other deferred credits	167,17
	99,874	(232) Accumulated deferred income tax credits (Sec. 19)	
	154,956		140.79
'	11111	Total deferred credits	307.97
2	1,000	XII. CAPITAL AND SURPLUS	1 00
3		(240) Capital stock (Sec. 31)	1.00
1	1,000	(241) Premiums and assessments on capital stock	1 00
,		Total (Lines 70 and 71)	1.00
	-	Less—Nominally issued capital stock	
,	*****	(242) Discount, commission and expense on capital stock	
	1,000	Total (Lines 73 and 74)	1 00
	1,000	Total (Lines 72 and 75)	1.00
	299,000	(243) Proprietorial capital	000 00
	AXAXXXXX	1. Paid in \$ 288,000 2. Other \$	299.00
			XXXXXXX
	2.325.478	(260) Earned surplus—Appropriated	
1		(270) Earned surplus—Unappropriated (Deficit in paren.) (Sec. 32)	6.072.59
1	*******	Distributed \$2 Undistributed \$ 6,072,594	*******
1		(279) Net unrealized loss on noncurrent marketable equity securities	
,	-	(280) Less Treasury stock	
7	******	1 Pleaged \$2 Unpleaged \$	XXXXXXX
8	2,625,478	Total capital and surplus	6,372,594
9	9,463,756	TOTAL LIABILITIES	14,061,748
	THE RESERVE OF THE PERSON NAMED IN COLUMN TWO IS NOT THE OWNER, THE PERSON NAMED IN COLUMN TWO IS NAMED IN COLUMN		

COMPARATIVE	RALANCE	SHEET	STATEMENT.	EVPLANA	TORY NOTES

Internal Revenue Code because of acceler Estimated accumulated savings in Federal depreciation using the items listed below. —Accelerated depreciation since Decembe			y facilities in excer		y section 124-A) of the
depreciation using the items listed below.	income taxes result				
		ing from com	puting book deprec	iation under Commission	
-Accelerated depreciation since Decembe					_s_267.416
				nue Code.	
Guideline lives since December 31, 196					
-Guideline lives under Class Life System					
(1) Estimated accumulated net income tax	x reduction utilized	since Decem	iber 31, 1961, beca	use of the investment tax c	
Revenue Act of 1962, as amended					1/5,1/8_
(2) If carrier elected, as provided in the R					
total deferred investment tax credit at beg					
Add investment tax credits applied to re					
Deduct deferred portion of prior year's i					
Other adjustments (indicate nature such					NIA
Total deferred investment tax credit at c					
Investment taz credit carryover at year	end				_ s N/A
Cost of pension plan:					
Past service costs determined by actu	sarians at year end				_sN/A_
Total pension costs for year					104 700
					s 134.706
Amortization of past serv	vice costs				
Estimated amount of future earnings which	ch can be realized b	efore paying	Federal income tax	es because of unused and	available net operating
loss carryover on January 1 of the year for	following that for w	hich the rep	ort is made		s N/A
State whether a segregated political fund					
YES NO					
					1
Marketable Equity Securities—to be co	empleted by compa	nies with \$10	0.0 million or mor	in gross operating rever	nues:
		Cost	Market	Dr. (Cr)	Dr. (Cr)
				to	to Stockholders
				Income	Equity
	3		3	5 ,	
Carrie Daylette					x x x x
Current year Current Portfolio				-	x x x x
as of / / Noncurrent Ports	folio			x x x x	5
Previous year Current Ports	folio o			x x x x x x x x x x	S
as of / / Noncurrent Ports	folio o			x x x x	5
Previous year Current Portfolic As of / Noncurrent Portfolic Noncurrent Portfolic	folio o folio gains and losses pe	rtaining to m	Gains	x x x x x x x x x x	X X X X X X X X X X X X X X
Previous year Current Portfolic As of / Noncurrent Portfolic Noncurrent Portfolic	folio o folio gains and losses pe			x x x x x x x x x x x x x x x x x x x	X X X X X X X X X X X X X X
Previous year Current Portfolic as of / Noncurrent Portfolic Noncurrent Portfolic 2. At / / , gross unrealized a	folio o folio gains and losses pe	urrent \$ _	Gains	x x x x x x x x x x x x x x x x x x x	x x x x x x x x x x x x x x x x x x x
as of / / Noncurrent Ports Previous year Current Portsolic as of / Noncurrent Ports 2. At / / , gross unrealized g 3. A net unrealized gain (loss) of \$	folio o folio gains and losses pe C None on th	urrent 5 current e sale of r	Gains marketable equity	x x x x x x x x x x x x x x x x x x x	x x x x x x x x x x x x x x x x x x x
as of / / Noncurrent Ports Previous year Current Portsolic as of / Noncurrent Ports 2. At / / , gross unrealized g 3. A net unrealized gain (loss) of \$	folio o folio gains and losses pe C None on th	urrent 5 current e sale of r	Gains marketable equity	x x x x x x x x x x x x x x x x x x x	x x x x x x x x x x x x x x x x x x x
as of / / Noncurrent Ports Previous year Current Portsolic as of / Noncurrent Ports 2. At / / , gross unrealized g 3. A net unrealized gain (loss) of \$	folio o folio gains and losses pe C None on th	urrent 5 current e sale of r	Gains marketable equity	x x x x x x x x x x x x x x x x x x x	x x x x x x x x x x x x x x x x x x x
as of / / Noncurrent Ports Previous year Current Portsolic as of / Noncurrent Ports 2. At / / , gross unrealized gain (loss) of \$ (year). The cost of \$ (year).	folio o folio gains and losses pe C None on th	urrent 5 current e sale of r	Gains marketable equity	x x x x x x x x x x x x x x x x x x x	x x x x x x x x x x x x x x x x x x x
as of / / Noncurrent Ports Previous year Current Portsolic as of / Noncurrent Ports 2. At / / , gross unrealized gain (loss) of \$ (year). The cost of \$ (year).	gains and losses pe	current 5 - current - e sale of r assed on the -	Gains marketable equity me	x x x x x x x x x x x x x x x x x x x	s x x x x x x x x x x x x x x x x x x x
as of / / Noncurrent Ports Previous year Current Portsolic as of / Noncurrent Ports 2. At / / , gross unrealized g 3. A net unrealized gain (loss) of \$ (year). The cost of \$ time of sale.	folio folio gains and losses pe C None on the securities sold was be zed gains and losses	current 5 current e sale of r ased on the arising after	Gains marketable equity mediate of the financia	x x x x x x x x x x x x x x x x x x x	s x x x x x x x x x x x x x x x x x x x
As of / Noncurrent Ports Previous year Current Ports as of / Noncurrent Ports 2. At / / , gross unrealized g 3. A net unrealized gain (loss) of S time of sale Significant net realized and net unrealized	folio folio gains and losses pe C None on the securities sold was be zed gains and losses	current 5 current e sale of r ased on the arising after	Gains marketable equity mediate of the financia	x x x x x x x x x x x x x x x x x x x	s x x x x x x x x x x x x x x x x x x x
2. At / / gross unrealized gain (loss) of stime of sale. Significant net realized and net unrealized marketable equity securities owned at bale.	folio folio folio gains and losses pe C None on the securities sold was be zed gains and losses lance sheet date sh	current 5 - current - e sale of r ased on the - arising after all be disclose	marketable equity ————————————————————————————————————	x x x x x x x x x x x x x x x x x x x	s x x x x x x x x x x x x x x x x x x x
2. At / / Ross unrealized gain (loss) of S (year). The cost of s time of sale Significant net realized and net unrealized marketable equity securities owned at bale	folio folio folio gains and losses pe C None on the securities sold was be zed gains and losses lance sheet date sh	current 5 - current - e sale of r ased on the - arising after all be disclose	marketable equity ————————————————————————————————————	x x x x x x x x x x x x x x x x x x x	s x x x x x x x x x x x x x x x x x x x
2. At / / gross unrealized gain (loss) of stime of sale. Significant net realized and net unrealized anarketable equity securities owned at bale.	folio folio gains and losses pe C None on the securities sold was be zed gains and losses lance sheet date sh	current 5 - current - e sale of r ased on the - arising after all be disclose	marketable equity ————————————————————————————————————	x x x x x x x x x x x x x x x x x x x	s x x x x x x x x x x x x x x x x x x x

17.—COMPENSATING BALANCES AND SHORT-TERM BORROWING ARRANGEMENTS

Using the following notes as a guideline, show the requirements of compensating balances and short-term horrowing arrangements if operating revenues are \$10 million or more. Footnote disclosure is required even though the arrangement is not reduced to writing.

- 1. Disclose compensating halances not legally restricted, lines of credit used and unused, average interest rate of short-term borrowings outstanding at halance sheet date, maximum amount of outstanding borrowings during the period and the weighted average rate of those borrowings.
- 2 Time deposits and certificates of deposit constituting compensating balances not legally restricted should be disclosed
- 3. Compensating balance arrangements need only be disclosed for the latest fiscal year
- 4. Compensating balances under an agreement which legally restricts the use of such funds, and which constitute support for short-term borrowing arrangements, should be included in section 18, account 101. Special cash deposits.
- 5. Compensating halances under an agreement which legally restricts the use of such funds and which constitute support for long-term borrowing arrangements and are reported in account 121, Special deposits, should also be separately disclosed below.
- 6. Compensating balance arrangements are sufficiently material to require disclosure in footnotes when the aggregate of written and oral agreement balances amount to 15 percent or more of liquid assets (current cash balances, restricted and unrestricted plus marketable securities)
- 7. When a carrier is not in compliance with a compensating balance requirement, that fact should be disclosed along with stated and possible sanctions whenever such possible sanctions may be immediate (not vague or unpredictable) and material

For other than compensating balances, state separately each item of \$10,000 or more reflected in account 101. Special cash deposits, at the close of the year Items of less than \$10,000 may be combined in a single entry and described as "Minor items less than \$10,000". For compensating balances, state separately the total amounts held on behalf of respondent and held on behalf of others.

	Purpose of deposit (2)	Balance at clo of year (b)
	(*)	5
Interest special deposits		
	Total	None
Dividend special deposits		
		None
	Total	THO THE
Miscellaneous special deposits		
	Total	None
Compensating balances legally restricted	ed	
Held on behalf of respondent		
Held on behalf of others	Total	None

19. In column (a) are listed the particulars which most often cause a Other particulars which cause such a differential should be listed under the caption "Other", including State and other taxes deferred if computed separately. Minor items each less than \$100,000 may be combined in a single entry under "Other"

accumulated deferred tax credits (debits) applicable to each particular

in column (a).

Indicate in column (c) the net change in accounts 110, 173, 208 and in the current accounting period.

The total of net credits (charges) for the current year in column (c) differential between taxable income and pretax accounting income, should agree with the contra charges (credits) to account 432, Provision for deferred taxes, and account 451. Provision for deferred taxes. Extraordinary and prior period items, for the current year.

Indicate in column (d) any adjustment as appropriate, including Indicate in column (b) the beginning of the year balance of adjustments to eliminate or reinstate deferred tax effect (credits or debits) due to applying or recognizing a loss carryforward or a loss carryback

Indicate in column (e) the cumulative total of columns (b), (c) and 232 for the net tax effect of timing difference originating and reversing (d). The total of column (e) must agree with the balances in accounts 110, 173, 208 and 232 in Section 16.

ANALYSIS OF FEDERAL INCOME AND OTHER TAXES DEFERRED

Line No.	Particulars	Beginning of Year Balance (b)	Net credits (Charges) for Current Year (c)	Adjustments (d)	End of Year Balance (e)
1	Accelerated depreciation, Sec. 167 LR.C. Guideline lives pursuant to Rev. Proc. 62-21	180.533	86,883	5	267,416
3 4	Accelerated amortization of facilities Sec 168 LR C Other (Specify) Bad Debt Reserve Contingency Reserves	(353)	(45,957)		(353) (126,617)
6 7 8	Investment tax credit TOTALS	99,520	40,926		140,446

20. Give the details called for of investments in securities and advances held at the close of the year as stated for accounts (130) and (131) in section 16

		Number of	Book	Income earned during year	
Names of issuing company and description of security held	Par value	shares		Kind	Amoun
None	s		_ s	_	s
			1		
		1			
		1			
Total	XXXXXXXX	******		XXXXXXX	

28 Report below the details of all investments in common stocks included in account 130 Investments in affiliated companies, which quality for the equity method under instruction 28 in the Uniform System of Accounts for Freight Forwarden.

Enter in column (c) the amount necessary to retroactively adjust those investments qualifying for the equity method of accounting in accordance with instruction 28(b) (11) of the Uniform System of Accounts.

Enter in column (d) the share of undistributed earnings (i.e., fess dividends, or losses

Enter in column (e) the amortization for the year of the excess of cost over equity in net assets (equity over cost at date of acquainton. See instruction 28(b)(4).

The total of column (g) must agree with column (b), line 21, Section 16

UNDISTRIBUTED EARNINGS FROM CERTAIN INVESTMENTS IN AFFICE, TED COMPANIES

nt for Balance at close of second year down (g)		
Adjustment for investments disposed of or written down during year (f)		
Amortization during year year (c)		
Equity in undistributed parnings (tosses) during year (d)	_	
Adjustment for invest: ments qualify ing for equitity method (c)		
Balance at beginning of year (b)	_	
Name of issuing company and description of accurity held (a)	None	Total Noncarriers (Show totals only for each column) Total (lines 18 and 19)

22. Give details as called for of investment in transportation property, and reserve for depreciation and amortization for balances as stated for accounts (140) and (149) in section 16.

A. INVESTMENT

Property accounts	Balance at beginning of year	Charges	Credits	Adjustments Dr Debit Cr Credit	Balance at close of year
	5	5	5	s	5
141 Furniture and office equipment	322,180	196,611	7,318		511,473
142 Motor and other highway vehicles	1.234.082	804.943	172.570		1,866,455
143. Land and public improvements	855,514	1.03.096			958,610
144. Terminal and platform equipment -	235,883	196.456	404		431,935
145. Other property account charges	1,507,336	1.248.017	853	9.311 Dr.	2,763,811
Total	4.154.995	2,549,123	181.145	9.311 Dr	6,532,284

B. DEPRECIATION AND AMORTIZATION RESERVE

Property accounts	Balance at beginning of year	Charges	Credits	Adjustments Dr Debit Cr Credit	Balance at close of year
14). Furniture and office equipment.	, 119,644	37,770	4,390	,	153,024
42. Motor and other highway vehicles	539,915	436,796	151,565		825,146
43. Land and public improvements (depreciable property)					
44. Terminal and platform equipment	145,339	36,494	319		181,514
45. Other property account charges (depreciable property)	310,302	92,061	853		401,510
Total	1,115,200	603.121	157,127		1,561,194

23. Give details of investment in nontransportation property, and depreciation reserve for balances at close of the year, as stated for accounts (160) and (161) in section 16

Description of property	Book cost of property	Depreciation reserve
None	5	1,
		+
Total		

24.—RENTAL EXPENSE OF LESSEE

Complete this schedule only if (a) carrier operating revenues are \$10 million or more and (b) if gross rental expense in the most recent fiscal year exceeds one percent of operating revenue.

Otherwise, show total rental expense (reduced by rentals from subleases) entering into the determination of results of operations for each period for which an income statement is presented. Rental payments under short-term leases for a month or less which are not expected to be renewed not be included. Contigent rentals, such as those based on usage or sales, shall be reported separately from the basic or minimum rentals.

Line	Type of lease	Current year	Prior year
No		(b)	(c)
	(4)		
	Financing leases		•
1	Minimum rentals		
2	Cuntingent rentals		1
1	Sublease rentals	None	None
4	Tixal financing leases		
	Other leuses		
		694,359	506,842
5	Minimum rentals		
6	Contingent centals	1	
7	Sublease rentals		
×	Total other leases	694,359	506,842
9	Total cental expense of lessee	the second secon	THE REAL PROPERTY OF THE PARTY

NOTE. As used in sections 24 through 28, a "financing lease" is defined as a lease which, during the noncancellable lease period, either (a) covers 75% or more of the economic life of the property or (b) has terms which assure the lessor a full recovery of the fair market value (which would normally be represented by his investment) of the property at the inception of the lease plus a reasonable return on the use of the assets invested subject only to limited risk in the realization of the residual interest in the property and the credit risks generally associated with secured loans.

25.-MINIMUM RENTAL COMMITMENTS

Complete this schedule only if (a) carrier operating revenues are \$10 million or more and (b) gross rental expense in the most recent fiscal year exceeds one percent of operating revenue

Show the minimum rental commitments under all noncancellable leases, as of the date of the latest balance sheet presented, in the aggregate (with disclosure of the amounts applicable to noncapitalized financing leases) for (a) each of the five succeeding fiscal years; (b) each of the next three five-year periods, and, (c) the remainder as a single amount. The amounts so determined should be reduced by rentals to be received from existing noncancellable subleases (with disclosure of the amounts of such rentals). For purposes of this rule, a noncancellable lease is defined as one that has an initial or remaining term of more than one year and is noncancellable, or is cancellable only upon the occurrence of some remote contingency or upon the payment of a substantial penalty.

			A			8*	
Line	Year ended				Sublease rentals*		
No		Financing	Other Leases	Timal	Financing leases	Other leases	
	(a)	(h)	(5)	(d)	(e)	(1)	
1 11/4 4 5 6	Next year In 2 years In 3 years In 4 years In 5 years In 6 to 10 years	None	444,000 266,000 190,000 136,000 64,000 106,000	444,000 266,000 190,000 136,000 64,000 106,000	None	None	
7 × 4	In 11 to 15 years In 16 to 20 years Subsequent						

^{*} The regular commitments reported in Part A of this schedule have been reduced by these amounts.

26.-LESSEE DISCLOSURE

Complete this schedule only if carrier operating revenues are \$10 million or more.

Relate in general terms: (a) the basis for calculating rental payments if dependent upon factors other than the lapse of time; (b) existence and terms of renewal or purchase options, escalation clauses, etc.; (c) the nature and amount of related guarantees made or obligations assumed; (d) restrictions on paying dividends, incurring additional debt, further leasing, etc.; and, (e) any other information necessary to assess the effect of lease commitments upon the financial position, results of operations, and changes in financial position of the lessee.

Lina		
	(a)	Not Applicable
2	-	
4	-	
5	-	
7		
10	(h) 	No purchase options exist in any leases to which CF Air Freight is a party. All renewal options are short term in nature related to the economic life of the leased asset. All escalation clauses are "arms-length" in nature and based
12		upon C.P.I. escalators or some other fair market value barometer.
14		
16	-	
17	161	Not Applicable
14	-	
20	-	
22	-	
23		
24	141	Not Applicable
2n 27		
28		
u)		
12		
		Not Applicable
14		
145 17		
14		
4()	<u>L</u> .	

27.-LEASE COMMITMENTS-PRESENT VALUE

Complete this schedule only if (a) carrier operating revenues are \$10 million or more and (b) if the present value of the minimum lease commitments are more than five percent of the sum of the long-term debt, stockholders' equity and the present value of the minimum lease commitments, or if the impact on net income (as computed in section 28, Income impact—Lessee) is three percent or more of the average net income for the most recent three years.

Show all noncapitalized financing leases, the present value of the minimum lease commitments in the aggregate and by major categories of properties. Present values shall be computed by discounting net lease payments (after subtracting, if practicable, estimated, or actual amounts, if any, applicable to taxes, insurance, maintenance and other operating expenses) at the interest rate implicit in the terms of each lease at the time of entering into the lease.

Show either the weighted average interest rate (based on present value) and range of rates or specific interest rates for all lease commitments

Line	A	Present value		Range		Weighted average	
No	Asset category (a)	Current year (b)	Prior year (c)	Current year (d)	Prior year (c)	Current year	Prior year (g)
		,	5	1,		٠,	*4
	Structures Not Applicable						
2	Revenue equipment						
COMMISSION	Shop and garage equipment						
611553114B	Service cars and equipment.						
5	Noncarrier operating property						
	Other (Specify)						
1.							
7							
×				-			
4							
10	Total						

28.--INCOME IMPACT-LESSEE

Complete this schedule only if carrier operating revenues are \$10 million or more.

If the impact on net income is less than three percent of the average net income for the most recent three years, a statement to that effect will suffice to complete this schedule. Otherwise, show the impact on net income for each period for which an income statement is presented if all noncapitalized financing leases were capitalized, related assets were amortized on a straight-line basis and interest cost was accrued on the basis of the outstanding lease liability. The amounts of amortization and interest cost shall be separately identified.

In calculating average net income, loss-years should be excluded. If losses were incurred in each of the most recent three years, the average loss shall be used for purposes of this test.

Line No.	l tem (a)		Current year (b)	Prior year (c)	
1 2	Amortization of lease rights	Not Applicable		\$	
3 4 5					

Date of issue maturity increase rate close of year None None Total 333 333 333 333 333 333 333 333 333 3	29. Giv	e details of long-term outstanding at the close of th	e year as stated f	for accounts (21))), (211), and (213)	in sectio	n 16.
Note details of advances payable for each item of \$1,000 or more included in account (212), section 16. Items of less than \$1,000 may be combined in a single entry and described as "Minor items each less than \$1,000". Name of creditors and nature of advance. Rate of interest close of year count \$3" \$813,810		Description of obligation					
30 Give details of advances payable for each item of \$1,000 or more included in account (212), section 16. Items of less than \$1,000 may be combined in a single entry and described as "Minor items each less than \$1,000." Name of creditors and nature of advance Rate of interest (percent) year		None				5	
30 Give details of advances payable for each item of \$1,000 or more included in account (212), section 16. Items of less than \$1,000 may be combined in a single entry and described as "Minor items each less than \$1,000." Name of creditors and nature of advance Rate of interest (percent) year							
30 Give details of advances payable for each item of \$1,000 or more included in account (212), section 16. Items of less than \$1,000 may be combined in a single entry and described as "Minor items each less than \$1,000." Name of creditors and nature of advance Rate of interest (percent) year	***						
30 Give details of advances payable for each item of \$1,000 or more included in account (212), section 16. Items of less than \$1,000 may be combined in a single entry and described as "Minor items each less than \$1,000." Name of creditors and nature of advance Rate of interest (percent) year							
30 Give details of advances payable for each item of \$1,000 or more included in account (212), section 16. Items of less than \$1,000 may be combined in a single entry and described as "Minor items each less than \$1,000." Name of creditors and nature of advance Rate of interest (percent) year							
30 Give details of advances payable for each item of \$1,000 or more included in account (212), section 16. Items of less than \$1,000 may be combined in a single entry and described as "Minor items each less than \$1,000." Name of creditors and nature of advance Rate of interest (percent) year							
30 Give details of advances payable for each item of \$1,000 or more included in account (212), section 16. Items of less than \$1,000 may be combined in a single entry and described as "Minor items each less than \$1,000." Name of creditors and nature of advance Rate of interest (percent) year							
30 Give details of advances payable for each item of \$1,000 or more included in account (212), section 16. Items of less than \$1,000 may be combined in a single entry and described as "Minor items each less than \$1,000." Name of creditors and nature of advance Rate of interest (percent) year							
30 Give details of advances payable for each item of \$1,000 or more included in account (212), section 16. Items of less than \$1,000 may be combined in a single entry and described as "Minor items each less than \$1,000." Name of creditors and nature of advance Rate of interest (percent) year							
30 Give details of advances payable for each item of \$1,000 or more included in account (212), section 16. Items of less than \$1,000 may be combined in a single entry and described as "Minor items each less than \$1,000." Name of creditors and nature of advance Rate of interest (percent) year					+		
30 Give details of advances payable for each item of \$1,000 or more included in account (212), section 16. Items of less than \$1,000 may be combined in a single entry and described as "Minor items each less than \$1,000." Name of creditors and nature of advance Rate of interest (percent) year					1		
Name of creditors and nature of advance Rate of interest (percent) s s s s s s s s s		Total	XXX	l xxx	XXX L		
Total		Name of creditors and nature of	advance		interest (percent)		close of
31. Give details of balance of capital stock outstanding at the close of the year stated for account (240) in section 16. Line No. (a) Number of Shares Amount (b) (c) Par value: Common Stock - \$100 par 10 \$ 1,000 Total par value 10 1,000	Cons	solidated Freightways, Inc Open	Account		3%	s	813,810
31. Give details of balance of capital stock outstanding at the close of the year stated for account (240) in section 16. Line No. (a) Number of Shares Amount (b) (c) Par value: Common Stock - \$100 par 10 \$ 1,000 Total par value 10 1,000						-	
31. Give details of balance of capital stock outstanding at the close of the year stated for account (240) in section 16. Line No. (a) Number of Shares Amount (b) (c) Par value: Common Stock - \$100 par 10 \$ 1,000 Total par value 10 1,000							
31. Give details of balance of capital stock outstanding at the close of the year stated for account (240) in section 16. Line No. (a) Number of Shares Amount (b) (c) Par value: Common Stock - \$100 par 10 \$ 1,000 Total par value 10 1,000							
31. Give details of balance of capital stock outstanding at the close of the year stated for account (240) in section 16. Line No. (a) Number of Shares Amount (b) (c) Par value: Common Stock - \$100 par 10 \$ 1,000 Total par value 10 1,000							
31. Give details of balance of capital stock outstanding at the close of the year stated for account (240) in section 16. Line No. (a) Number of Shares Amount (b) (c) Par value: Common Stock - \$100 par 10 \$ 1,000 Total par value 10 1,000							813 810
Line No. Title and Description Number of Shares Amount (a) (b) (c) Par value Common Stock - \$100 par 10 1,000 Total par value 10 1,000 Nonpar 10 1,0				Total			The second secon
Par value Common Stock - \$100 par 10 1,000	31. Gi	ve details of balance of capital stock outstanding at	the close of the	year stated for a	account (240) in sec	tion 16.	
(a) (b) (c) Par value Common Stock - \$100 par 10 \$ 1,000 Total par value 10 1,000 Nonpar 10 1,000		Title and Description		No	imber of Shares		Amount
Par value Common Stock - \$100 par 10 1,000	No.	(a)			(b)		(c)
2 3 4 5 Total par value 10 1,000 Nonpar 10 1,000		r value Common Stock - \$100 par			10	5	1,000
4 Total par value 10 1,000 6 Nonpar 10 1,000							
5 Total par value 10 1,000							2 000
		Total par value			10		1,000
71 Grand Total	ACCUSED NO.				10		1,000
		Grand					

32. Show items of Earned surplus—Unappropriated for the year, classified in accordance with the Uniform System of Accounts for Freight Forwarders. All contra entries hereunder should be indicated in parentheses. Include in column (b) only amounts applicable to earned surplus exclusive of any amounts included in column (c). Segregate in column (c) all amounts applicable to the equity in undistributed earnings (losses) of affiliated companies based on the equity inethod of accounting. See account (270) in section 16.

Line No.	Item (a)	Retained earn- ings accounts	Equity in un- distributed earnings of affiliated companies (c)
		\$ 2,325,478	XXX
1	(270) Earned surplus (or deficit) at beginning of year		
	(300) Equity in undistributed earnings (losses) of affiliated companies at beginning of year	3,747,116	
3	(300) Income balance (Sec. 33)	V 2/7/244V	
4	(301) Miscellaneous credits		
5	(302) Prior period adjustments to beginning earned surplus account.	~	
6	(310) Miscellaneous debits	-	121
7	(311) Miscellaneous reservations of earned surplus		NAX.
8	(312) Dividend appropriations of earned surplus	6,072,594	***
9	(270) Earned surplus (or deficit) at close of year	0,0/2,094	<u> </u>
10	Equity in undistributed earnings (losses) of affiliated companies at end of year	***	
11	Balance from line 10(c)	-	***
12	Total unappropriated earned surplus and equity in undistributed earnings (losses) of affiliated companies at end of year (lines 9 and 11)	6,072,594	XXX

Net of assigned income taxes account 301 \$ (explain) account 310 (explain)

33.-INCOME STATEMENT FOR THE YEAR Give the following income account for the year (omit cents). Amount Line No. (b) (4) ORDINARY ITEMS FORWARDER OPERATING INCOME 28,152,474 1 (400) Operating revenues (Sec 34) 20,928,027 2 (410) Operating expenses (Sec. 35) 7,224,447 *Net revenue from forwarder operations (line 1, line 2) ____ 7,614 (411) Transportation tax accruals (Sec. 36)____ 4 *Net revenue less taxes, from forwarder operations (line 3, line 4) ____ OTHER INCOME 84.703 6 (401) Dividend (other than from affiliates) and interest income ---(402) Release of premium on long-term debt -29,098 (403) Miscellaneous income 8 Income from affiliated companies 4 Equity in undistributed earnings (losses)_____ Total other income ___ *Total income (line 5, line 11) ____ MISCELLANEOUS DEDUCTIONS FROM INCOME 230,234 13 (412) Provision for uncollectible accounts..... (413) Miscellaneous (ax accruals.... 15 (414) Miscellaneous income charges 16 Total income deductions *Income from continuing operations before fixed charges (Lines 12, 16) FIXED CHARGES 74,493 18 (420) Interest on long term debt ____ (421) Other interest deductions (422) Amortization of discount on long term debt 74.493 Total fixed charges ... 211 22 (423) Unusual or infrequent items 7.019.982 *Income from continuing operations before income taxes (lines 17, 21, 22) 23 PROVISION FOR INCOME TAXES 3,231,942 24 (431) Income taxes on income from continuing operations (Sec. 36) ____ 40,924 (432) Provision for deferred taxes 25 Income (loss) from continuing operations (lines 23-25) 26 DISCONTINUED OPERATIONS 27 (433) Income (loss) from operations of discontinued segments** 28 (434) Gain (loss) on disposal of discontinued segments ** _ Total income (loss) from discontinued operations (lines 27, 28) 29 3.747 *Income before extraordinary items (lines 26, 29) 30 EXTRAORDINARY ITEMS AND ACCOUNTING CHANGES 31 (435) Extraordinary items-Net Credit (Debit) (p. 20) 32 (450) Income taxes on extraordinary and prior period items-Debit (Credit) (p. 20) 33 (451) Provision for deferred taxes-Extraordinary and prior period items Total extraordinary items 34 (452) Cumulative effect of changes in accounting principles ** ---35 Total extraordinary items and accounting changes (lines 34, 35) 36 3,747,116 *Net income transferred to earned surplus (lines 30, 36) 37 "If a loss or debit, show the amount in parentheses **Less applicable income taxes of (43)) Income tioss) from operations of discontinued segments (434) Gain (loss) on disposal of discontinued segments ... (452) Cumulative effect of changes in accounting principles......

33. -INCOME STATEMENT - EXPLANATORY NOTES

- (b) If flow-through method was elected, indicate net decrease (or increase) in tax accrual because of investment 42,639
- (c) If deferral method was elected, indicate amount of investment tax credit utilized as reduction of tax liability for current year.

Balance of current year's investment tax credit used to reduce current year's tax accrual.

Add amount of prior years' deferred investment tax credits being amortized and used to reduce current year's tax accrual.

S N/A

34.—OPERATING REVENUES

Show the forwarder operating revenues of the respondent for the year, classified by accounts as follows (omit cents):

Line	Account	Amount
No.	(8)	(b)
	I. TRANSPORTATION REVENUE	60,225,582
1	501. Forwarder revenue II. TRANSPORTATION PURCHASED—DR.	00,223,002
2	511. Railroad transportation	
3	512. Motor transportation	1.839.710
4	513. Water transportation	
5	514. Pick-up, delivery, and transfer service	4,608,611
COMMISSION I	515. Other transportation purchased*	26,821,062
7	Total transportation purchased	33,269,383
8	Revenue from transportation (line 1 minus line 7)	1 26 066 100
1	III. INCIDENTAL REVENUE	
9	52! Storage Freight	1 653.511
10	522. Rent revenue	165,299
11	523. Miscellaneous	377.464
12	Total incidental revenues	1,196,274
13	Total operating revenues (line 8 plus line 12)	28,152,473

"Report separately hereunder, by type of transport (air, express, forwarder, or any other type), the amounts included in Account 515, "Other transportation purchased":

Air - \$26,821,062

35.—OPERATING EXPENSES

Show the forwarder operating expenses of the respondent for the year, classified by accounts as follows (omit cents):

Line	1	Amount
Na	(a)	(6)
1	601 General office salaries	\$ 829,269
2		1 0 777 116
3		-
20000000	604 Station salaries and wages*	1 6 221 000
SHOOM	605 Loading and unloading by others	7 150
6	60h Operating rents	714,914
7	607 Traveling and other personal expense	1,111,874
K	608 Communications	1 101 500
4	609 Postage	108,446
10	610 Stationery and office supplies	446,694
11	611 Tariffs	
12	612 Loss and damage—Freight	
200000	613 Advertising	1 100 000
14	614 Heat, light, and water	140,126
	615 Maintenance	0.12 0.00
16	616. Depreciation and amortization	577,270
255533	617 Insurance	
	618 Payroll taxes (Sec. 36)	654 005
19	619. Commissions and brokerage	970.510
203336	620 Vehicle operation (Sec. 36)	100 000
21	621 Law expenses	12 101
	622 Depreciation adjustment	100 000
23	630 Other expenses	2.842.401
24	Total operating expenses	20 020 026

36. -TAXES

Give particulars called for with respect to taxes and licenses accrued to accounts (411) and (431) in Section 33, and accounts (618) and (620) in Section 35.

Line No.	Kind of tax	(411) Trans- portation (ax accruals	(431) Income taxes on income from continuing operations (c)	(61K) Payroll taxes	(620) Vehicle operation	Total
_	(a)	+ (6)		 	-	. 524 020
	Siscial security taxes - Federal	15	3	\$ 534,230	12	5 534,230
	Real estate and personal property taxes	7.614				7.614
	Gasoline other fuel and oil taxes				142,198	142,198
					11,064	11,064
4	Vehicle heenses and registration tees					
	Corporation taxes	1				
000000000	Capital stock taxes	1	1	1		
100137703750	Federal excise taxes	+	 	1		AND DESCRIPTION OF THE PARTY OF
×	Federal excess profits taxes	1	2 002 661	 		2,983,661
4	Federal incline taxes	+	2,983,661	 	1	248,281
10	State income taxes	+	248,281	 	-	6401601
1	(Wher taxes (describe)			105 005		125 065
34	State Payroll Taxes		 	125.965		125,965
12	In Local Payroll Taxes		 	4,801		4,801
13	(c)	ļ	-	ļ		and the second state of the second se
14	(d)	-	-			
15	(e)	7 614	2 221 042	664,996	153,262	4.057.814
16	Total	7.614	3,231,942	004,990	1220606	Towal old All

37. Give particulars as called for with respect to motor vehicles owned outright and held under purchase obligations at the close of the year.

Vehicle			Book value included	Accrued depreciation included in account	
Line No.	Make, kind and capacity (a)	Number of (b)	in account (140) of sec. 16 (c)	(149) of sec. 16	
) 2 3 4	None		\$	5	
5 6 7	Tari				

38. Give the particulars as called for concerning the respondent's employees and their compensation for the year. The data on number of employees shall be based on the number of employees on the payroll at close of pay period containing the 12th day of the months specified. If operations were interrupted during such period due to strikes, fires, floods, etc., the data should be reported for the nearest respresentative payroll period. Enter the total number of employees in each class on the payrolls covered by this report who worked full or part time or received pay for any part of the period reported.

	- P		+	E	1-
Class		Number of employees on payroll at close of the pay period containing the 12th day of			
	February	Мау	August	November	during year
General office employees.				-	5 000 100
1 Officers	3	3	4	5	286,139
2 Clerks and attendants	32	38	38	38	519,732
3 Total	35	41	42	43	805,87
Traffic department employees					
4 Officers	14	19	21	26	775,91
5 Managers	95	102	114	133	2,001,52
6 Solicitors	1	102	114	7	01 07
7 Clerks and attendants	113	126	143	166	81.87 2,859,31
B Total		110	1-1-2	100	
Law department employees					
9 Officers					}
Solicitors					
Attorneys					
Clerks and attendants					
Total					
Station and warehouse employees:					
Superintendents	92	95	99	107	2.640.32
Foremen					+
Cierks and attendants	77	81	102	123	2.075.26
Laborers	39	39	42	42	1.617.74
Total	208	215	243	272	6.333.33
All other employees (specify)		1			
					1
					ļ
					4
Total	A STATE OF THE STA				1
Grand Iotal	356	382	428	481	9,998.52

Length of payroll period (Check one) IXI one week. [] two weeks. [] other (specify).

39. Give the various statistical items called for concerning the forwarders' operations of the respondent during the year. State tons of 2,000 pounds.

Line No.	Item	Number
	(a)	(b)
1	Tons of freight received from shippers	35,837
	Number of shipments received from shippers	478,481

40.-COMPENSATION OF OFFICERS, DIRECTORS, ETC.

Give the name, position, salary, and other compensation, such as bonus, commission, gift, reward, or fee, of each of the five persons named in Section 5, item (b) and (c) of this report to whom the respondent paid the largest amount during the year covered by this report as compensation for current or past service over and above necessary expenses incurred in discharge of duties and in addition, all other officers, directors, pensioners or employees, if any, to whom the respondent similarly paid \$40,000 or more. If more convenient, this schedule may be filled out for a group of companies considered as one "vstem and shown only in the report of the principal company in the system, with references thereto in the reports of the other companies. Any large "Other compensation" should be explained in a footnote. If an officer, director, etc., receives compensation from another transportation company (whether a subsidiary or not), reference to this fact should be made if his aggregate compensation amounts to \$40,000 or more, and the details as to division of the salary should be stated. By salary column (c) is meant the annual rate at which an employee is paid, rather than the amount actually paid. If salary of an individual was changed during the year, show salary before each change as well as at close of year.

ne O	Name of person (a)	Title (b)	Salary per annum as of close of year (see instructions (c)	Other com- pensation during the year (d)
	See attached schedule.		s	s
1				
1				
-				
1				
-				
-				
1-				
1				
-				
-				
-				
-				
-				
1				
1-				
1				
1-				
1-				
1-				

41.—COMPETITIVE BIDDING — CLAYTON ANTITRUST ACT

to the amount of more than \$50,000, in the aggregate, in any one year, with another corporation, firm, partnership or association when the said common carrier shall have upon Section 10 of the Clayton Antifrust Act (15 U.S.C. 20) states that "no common carrier as the president manager or as its purchasing or selling officer, or engaged in commerce shall have any dealings in securities, supplies or other articles of commerce, or thall make or have any contracts for construction or maintenance of any kind, Paren firm

carrier, to be ascertained by competitive bidding under regulations to be prescribed by rule or otherwise by the Interstate Commerce Commission." The specification for competitive bids is dealings shall be made with, the hidder whose bid is the most favorable to such common found in the Code of Federal Regulations, Part 1010-Competitive Bids through Part 1010.7 -Carriers Subject to the Interstate Commerce Act.

In column (g), identify the company awarded the bid by including company name and

Name of Person	Title	Salary per Annum as of Close of Yr	Other Com- pensation During Yr
W. Roger Curry 4/29/79 from \$1,246 to \$1,481	President	\$77,012	\$12,648
Richard F. Bryner 4/30/79 from \$935 to \$1,055	Vice President - Operations	54,860	4,773
H. John Plaat 4/30/79 from \$718 to \$765	Vice President & Secretary	39,780	11,293
Donald G. Berger 9/3/79 from \$850 to \$1,025	Vice President - Eastern Area	53,300	12,537
John W. Veenstra	Vice President - Sales & Mktg	40,040	3,003
G. A. Albach 11/18/79 from \$625 to \$780	Division Manager	40,560	9,715
B. L. Barraclough 4/1/79 from \$550 to \$594 4/30/79 from \$594 to \$625	Director, Sales & Marketing	32,500	9,010
S. E. Hyder 4/30/79 from \$632 to \$700	Traffic Manager	36,400	9,850
N. F. Lonsinger 4/30/79 from \$548 to \$700	Director, National Accts	36,400	9,053
J. L. Mac Donald	Driver	44,008	
R. W. Roberts	Western Area Mgr	40,300	10,890
F. V. Schott 5/28/79 from \$650 to \$735	Division Manager	38,220	7,934
C. W. Stock 10/15/79 from \$600 to \$675	Division Manager	35,100	5,185
R. Piazza 10/1/79 from \$730 to \$830	Division Manager	43,160	7,900
A. T. Franzek 11/12/79 from \$700 to \$820	Division Manager	42,640	6,704
O. A. Oracheno 7/8/79 from \$659 to \$710	International Sales Manager	36,920	7,742

The remaining officers and directors received \$140 as a Director's Fee.

Name, title, telephone number and eddress of the person to be contacted concerning this report J. E. Bowdle Controller _TITLE _ TELEPHONE NUMBER _____(503) 226-4681 (Telephone number) P. O. Box 3011 Portland, OR 97208 OFFICE ADDRESS (Street and number) (City, State, and ZIP Code) OATH (To be made by the officer having control of the accounting of the respondent) Oregon STATE OF ___ Multnomah COUNTY OF ... Norman R. Benke makes oath and says that he is Assistant Secretary (Insert here the official title of the affiant) CF Air Freight, Inc. (Insert here the exact legal title or name of the respondent) that it is his duty to have supervision over the books of account of the respondent and to control the manner in which such books are kept; that he has carefully examined the said report and to the best of his knowledge and belief the entries contained in the said report have, so far as they relate to matters of account, been accurately taken from the said books of account and are in exact accordance therewith, that he believes that all other statements of fact contained in the said report are true, and that the said reports is a correct and complete statement of the business and affairs of the above-named respondent during the period of the time from and including-January 1 19/9, 10 December 31, 19/9 notary public Subscribed and sworn to before me, a-My commission expires-USE AN L S IMPRESSION (Signature of officer authorized to administer oaths)