

-01625 NEW ENGLAND FORWARDING COMPANY, INC. 1978

**Freight Forwarders
(Class A)**

**Annual Report Form
F-1**

1978

Due: March 31, 1979

Approved by GAO
B-180230 (R0254)
Expires 10-31-79

1. CORRECT NAME AND ADDRESS IF DIFFERENT THAN SHOWN. (See instructions)

FF000096 NEW ENGL A C A 1625
NEFC NEW ENGLAND FORWARDING COMPANY, IN
55 VAN KEUREN AVENUE
JERSEY CITY NJ 07047

Corporation

2. State whether respondent is an individual owner, partnership, corporation, association, etc.:

3. If a partnership, state the names and addresses of each partner including silent or limited, and their interests:

| Name | Address | Proportion of Interest |
|------|---------|------------------------|
| | | |
| | | |
| | | |
| | | |
| | | |

4. If a corporation, association or other similar form of enterprise, give:

(a) Dates and States of incorporation or organization: Delaware 10/21/47

(b) Directors' names, addresses, and expiration dates of terms of office:

| Name | Address | Term Expires |
|------------------|--------------------------------|--------------|
| Henry V. Kantzer | 341 Paramus Rd., Paramus, N.J. | 3/1/80 |
| Max Margolin | 77 Lasell St., W. Roxbury, MA | 3/1/80 |
| Rose Margolin | 77 Lasell St., W. Roxbury, MA | 3/1/80 |

(c) The names and titles of principal general officers:

| Name | Title |
|------------------|-----------------------|
| Henry V. Kantzer | President |
| Max Margolin | Treasurer & Secretary |
| | |
| | |
| | |
| | |
| | |
| | |

5. Give the voting power, elections, and stockholders, as follows:

A. Total voting securities outstanding:

| | | | |
|----------------------|-------|--------|-------|
| (1) Common | 2,000 | shares | votes |
| (2) 1st Preferred | | shares | votes |
| (3) 2nd Preferred | | shares | votes |
| (4) Other securities | | shares | votes |

B. Does any class of securities carry any special privileges in any elections or in the control of corporate action?
No

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

C. State for each class of stock the total number of stockholders of record at the latest date of closing of stock book or compilation of list of stockholders prior to date of submitting this report:

(1) Common — 7 (2) 1st Preferred (3) 2nd Preferred
(4) Other (5) Date of closing stock book

6. Give names of the ten security holders of the respondent who, at the date of the latest closing of the stock book or compilation of list of stockholders of the respondent (if within 1 year prior to the actual filing of this report), had the highest voting powers in the respondent, showing for each his address, the number of votes which he would have had a right to cast on that date had a meeting then been in order, and the classification of the number of votes to which he was entitled, with respect to securities held by him. If any such holder held securities in trust, give (in a footnote) the particulars of the trust. If the stock book was not closed or the list of stockholders compiled within such year, show such ten security holders as of the close of the year:

| Name of security holder (a) | Address (b) | Number of votes, to which entitled (c) | Number of votes, classified | | | |
|--------------------------------|-------------------------------|---|-----------------------------|----------------------|----------------------|-------------------------|
| | | | Common (d) | 1st Preferred (e) | 2nd Preferred (f) | Other securities (g) |
| Max Margolin | 77 Lasell St., W. Roxbury MA | 840 | 840 | | | |
| Henry V. Kantzer | 341 Paramus Rd Paramus NJ | 840 | 840 | | | |
| William J. Lippman | 2600 Blaine Dr Chevy Chase MD | 90 | 90 | | | |
| Robert N. Kharasch | 1824 R St Wash. D.C. | 90 | 90 | | | |
| David S. Brown | 40 Wall St., NYC, NY | 20 | 20 | | | |
| Henry Bowen | 100 Federal St Boston, MA | 40 | 40 | | | |
| Rolfe Kuelke | 250 Hemlock Ter Kennelton NJ | 80 | 80 | | | |
| | | | | | | |
| | | | | | | |

7. The respondent is required to send to the Bureau of Accounts, immediately upon preparation two copies of its latest annual report to stockholders.

Check appropriate box:

☒ Two copies are attached to this report.

☐ Two copies will be submitted _____
(date)

☐ No annual report to stockholders is prepared.

8. If the respondent was formed as a result of consolidations or mergers during the year, name all constituent companies, and give specific references to charters or general laws governing each organization, date and authority for each consolidation and each merger received from a regulatory body, and date of consummation:

9. If the respondent was reorganized during the year, give name of original corporation and the laws under which it was organized, or the name of owner or partners, the reason for the reorganization, and date of reorganization:

10. If the respondent was subject to a receivership during the year, state:

A. Date of receivership _____
B. Court of jurisdiction under which operations were conducted _____
C. Date when possession under it was required _____
D. Name of receiver, receivers, or trustee _____

NEW ENGLAND FORWARDING COMPANY, INC.

FINANCIAL STATEMENTS

DECEMBER 31, 1978

From The Offices Of:
HENRY J. BORNHOFFT COMPANY
200 BOYLSTON STREET
CHESTNUT HILL, MASSACHUSETTS 02167

NEW ENGLAND FORWARDING COMPANY, INC.

EXHIBIT A

UNAUDITED STATEMENT

COMPARATIVE CONSOLIDATED BALANCE SHEET AT

| <u>ASSETS</u> | <u>December 31,</u> <u>1978</u> | <u>December 31,</u> <u>1977</u> |
|--|------------------------------------|------------------------------------|
| <u>Current Assets:</u> | | |
| Cash in Banks and on Hand | \$ 11,475.18 | \$ 20,183.36 |
| Accounts Receivable-Trade (Net) | 175,895.69 | 180,894.45 |
| Accounts Receivable-Other | 1,570.42 | 50,131.39 |
| Employee Loan | --- | 150.00 |
| Prepaid Expenses | 3,900.86 | 4,010.05 |
| Deposits | 44,097.58 | 10,797.58 |
| Cash Surrender Value of Life Insurance | 42,500.00 | --- |
| Due from Affiliated Companies | 226,124.48 | 602,610.77 |
| Total Current Assets | \$ 205,564.21 | \$ 868,777.60 |
| <u>Long Term Assets (Cost):</u> | | |
| Office Equipment | \$ 24,006.67 | \$ 26,103.79 |
| Terminal Equipment | 29,753.70 | 21,507.99 |
| Leasehold Improvements | 23,463.90 | 3,752.00 |
| Total Long Term Assets | \$ 77,224.27 | \$ 51,363.78 |
| Less-Accumulated Depreciation | 29,185.24 | 22,294.78 |
| Net Long Term Assets | \$ 48,039.03 | \$ 29,069.00 |
| <u>Total Assets</u> | <u>\$ 553,603.24</u> | <u>\$ 897,846.60</u> |

LIABILITIES, CAPITAL STOCK AND DEFICIT

| | | |
|---|----------------------|----------------------|
| <u>Current Liabilities:</u> | | |
| Accounts Payable | \$ 252,528.76 | \$ 348,356.37 |
| Accounts Payable-Interline | 2,378.61 | 56,180.11 |
| Accrued Expenses and Taxes | 55,590.25 | 82,243.54 |
| Payroll Taxes Withheld | 3,007.42 | 2,817.40 |
| Notes Payable-Unsecured | --- | 3,500.00 |
| Notes Payable-Secured | --- | 1,482.00 |
| Due to Affiliated Company | 272,351.39 | 481,479.09 |
| Total Current Liabilities | \$ 585,856.43 | \$ 976,058.51 |
| <u>Capital Stock and Retained Earnings (Deficit):</u> | | |
| <u>Capital Stock-Common-No Par Value:</u> | | |
| Authorized 10,000 Shares | | |
| Issued and Outstanding 2,000 Shares | \$ 14,178.03 | \$ 14,178.03 |
| Paid in Capital | 117,178.33 | 117,178.33 |
| Retained Earnings (Deficit) (from Exhibit A-1) | (163,609.55) | (209,568.27) |
| Excess of Deficit over Capital | \$ (32,253.19) | \$ (78,211.91) |
| <u>Total</u> | <u>\$ 553,603.24</u> | <u>\$ 897,846.60</u> |

Unaudited - See Accountant's comments

NEW ENGLAND FORWARDING COMPANY, INC.

EXHIBIT A-1

UNAUDITED STATEMENT

COMPARATIVE STATEMENT OF RETAINED EARNINGS AT

| | December 31, 1978 | December 31, 1977 |
|--|------------------------|------------------------|
| <u>Balance, At Beginning</u> | \$ (209,568.27) | \$ 15,967.62 |
| Add-Net Profit (from Exhibit B) | 15,111.92 | --- |
| Cash Surrender Value of Life Insurance | 42,500.00 | --- |
| Due from Internal Revenue Service | --- | --- |
| Re: Carryback Claims | --- | 41,631.39 |
| <u>Total</u> | \$ (151,956.35) | \$ 57,599.01 |
| Less-Net Loss (from Exhibit B) | --- | 255,514.08 |
| Insurance Paid on Lives of Corporate Officers | 11,653.20 | 11,653.20 |
| <u>Balance at End (deficit) (to Exhibit A)</u> | <u>\$ (163,609.55)</u> | <u>\$ (209,568.27)</u> |

Unaudited - See Accountant's Comments

NEW ENGLAND FORWARDING COMPANY, INC.

EXHIBIT B

UNAUDITED STATEMENT

COMPARATIVE PROFIT AND LOSS STATEMENT FOR THE YEARS ENDED

| | December 31, 1978 | December 31, 1977 |
|---|----------------------|----------------------|
| <u>Forwarder Revenue</u> | \$ 3,588,127.94 | \$ 3,473,158.86 |
| Less-Transportation Purchased: | | |
| Railroad Transportation | \$ 607,508.47 | \$ 588,091.56 |
| Motor Transportation | 532,334.75 | 533,096.44 |
| Water Transportation | 2,500.00 | 45,440.00 |
| Pickup and Delivery | 1,013,945.92 | 936,557.02 |
| Advanced Charges | 128,489.71 | 191,808.99 |
| Total Transportation Purchased | \$ 2,224,778.85 | \$ 2,294,994.01 |
| <u>Gross Profit from Forwarder Revenue</u> | \$ 1,295,349.09 | \$ 1,178,164.85 |
| Add-Income from Services Rendered | 329,301.10 | 374,799.14 |
| <u>Total Operating Revenue</u> | \$ 1,624,650.19 | \$ 1,552,963.99 |
| Less-Operating Expenses (from Exhibit B-1) | 1,621,734.38 | 1,848,640.33 |
| <u>Net Profit (or Loss) from Operations</u> | \$ 2,915.81 | \$ (295,676.34) |
| Add-Interest Income | 723.56 | --- |
| <u>Total Income (or Loss)</u> | \$ 3,639.37 | \$ (295,676.34) |
| Less-Other Expenses: | | |
| Bad Debts | \$ 2,132.65 | \$ 3,916.72 |
| Burglary Loss | 115.34 | 808.36 |
| Interest | 106.18 | 533.61 |
| Charitable Contributions | 100.00 | --- |
| Loss from Obsolescence | 390.22 | --- |
| Loss from Abandonment | 145.84 | --- |
| Total Other Expenses | \$ 2,990.23 | \$ 5,258.69 |
| <u>Net Profit (or Loss) from Forwarder Operations</u> | \$ 649.14 | \$ (300,935.03) |
| Add-Net Profit-Continental Terminals Division (from Exhibit B-2) | 14,462.78 | 45,420.95 |
| <u>Net Profit (or Loss) (to Exhibit A-1)</u> | \$ 15,111.92 | \$ (255,514.08) |

Unaudited - See Accountant's Comments

NEW ENGLAND FORWARDING COMPANY, INC.

EXHIBIT B-1

UNAUDITED STATEMENT

COMPARATIVE SCHEDULE OF OPERATING EXPENSES FOR THE YEARS ENDED

| | December 31, 1978 | December 31, 1977 |
|--|------------------------|------------------------|
| <u>Operating Expenses:</u> | | |
| Office Salaries | \$ 208,226.54 | \$ 134,743.41 |
| Traffic Department Salaries | 306,433.56 | 344,443.82 |
| Station Salaries and Wages | <u>182,457.71</u> | <u>72,055.28</u> |
| Total Salaries and Wages | \$ 671,117.81 | \$ 551,195.91 |
| Contractual Services | 276,304.79 | 423,708.88 |
| Loading and Unloading-Handling | 202,594.34 | 329,143.76 |
| Operating Rents | 119,978.63 | 121,624.14 |
| Office Equipment Rental | 40,443.50 | 42,855.22 |
| Terminal Equipment Rental | 24,657.41 | 13,419.16 |
| Automobile Rental | 4,754.08 | 5,670.31 |
| Travel | 6,972.05 | 8,366.51 |
| Automobile Allowance and Gasoline | 2,461.75 | 4,571.20 |
| Rolling Expenses | 2,951.83 | 4,911.18 |
| News and Subscriptions | 3,931.07 | 3,432.08 |
| Telephone | 85,992.43 | 121,080.75 |
| Telex | 24,629.65 | 22,772.28 |
| Postage | 17,173.16 | 17,616.83 |
| Stationery and Printing | 5,447.23 | 5,267.08 |
| Office Expenses | 30,115.29 | 33,982.97 |
| Data Processing Costs | 1,568.98 | 1,480.88 |
| Tariffs | 6,284.95 | 5,326.20 |
| Claims | 7,363.86 | 3,414.81 |
| Advertising | 893.76 | 495.78 |
| Heat, Light, Power and Water | 6,622.47 | 15,353.69 |
| Terminal Maintenance and Repairs | --- | 2,468.58 |
| Depreciation | 7,753.73 | 7,323.66 |
| Insurance | 44,241.22 | 49,312.61 |
| Taxes-Payroll | 49,891.95 | 43,203.73 |
| Taxes-Other | 757.34 | 1,569.90 |
| Sales Representative Fees and Brokerage | 17,530.48 | 26,351.10 |
| Legal and Accounting | 13,305.96 | 26,980.09 |
| Back Service Charges | 212.29 | 157.17 |
| Insurance-Group | 18,522.88 | 20,326.73 |
| Advertising-Personnel | 3,729.32 | 2,817.02 |
| Terminal Expenses | 3,730.93 | 14,783.47 |
| Fork Lift Propane | 5,433.27 | 3,909.52 |
| Fork Lift Repairs | 7,906.07 | 3,345.76 |
| Watchman Services | 1,157.99 | 4,245.66 |
| Moving Expenses | 4,175.31 | 793.48 |
| Tolls | 498.20 | 249.10 |
| <u>Total Operating Expenses (to Exhibit B)</u> | <u>\$ 1,621,734.38</u> | <u>\$ 1,848,641.30</u> |

See Accountant's Comments

NEW ENGLAND FORWARDING COMPANY, INC.

EXHIBIT B-2

UNAUDITED STATEMENT

COMPARATIVE PROFIT AND LOSS STATEMENT FOR THE YEARS ENDED

| <u>CONTINENTAL TERMINALS DIVISION</u> | <u>December 31,</u> <u>1978</u> | <u>December 31,</u> <u>1977</u> |
|---------------------------------------|------------------------------------|------------------------------------|
| <u>Gross Revenue:</u> | | |
| Handling Income | \$ 96,992.78 | \$ 155,514.99 |
| Storage Income | 1,844.89 | 16,554.11 |
| Trucking Income | 6,433.37 | 2,162.24 |
| Miscellaneous Income | 9,540.40 | 33,178.40 |
| Total Gross Income | <u>\$ 114,811.44</u> | <u>\$ 207,409.74</u> |
| <u>Less-Operating Expenses:</u> | | |
| Contractual Services | \$ 51,310.98 | \$ --- |
| Rent | 11,428.50 | 72,819.89 |
| Pickup and Delivery | 7,921.03 | 5,944.67 |
| Terminal Expenses | 6,241.36 | 4,823.97 |
| Terminal Equipment Rental | 4,463.34 | 6,426.19 |
| Watchman Services | 3,401.65 | 1,271.63 |
| Telephone | 3,137.12 | 112.25 |
| Fork Lift Repairs | 2,254.20 | 2,747.00 |
| Heat, Light and Power | 1,541.03 | 4,653.94 |
| Office Equipment Rental | 1,340.73 | --- |
| Depreciation | 1,173.38 | 1,703.26 |
| Insurance-Group | 972.33 | --- |
| Office Supplies | 925.78 | 882.27 |
| Fork Lift Propane | 871.28 | 1,465.31 |
| Telex | 697.31 | --- |
| Postage | 652.00 | --- |
| Stationery and Printing | 371.81 | 229.68 |
| Advertising-Personnel | 238.32 | 13.80 |
| Licenses and Fees | 125.00 | --- |
| Insurance | 96.24 | 2,566.50 |
| Legal and Accounting | 25.60 | --- |
| Salaries and Wages | --- | 49,215.54 |
| Maintenance and Cleaning | --- | 2,588.50 |
| Sales Representative Fees | --- | 850.00 |
| Terminal Repairs | --- | 810.87 |
| Taxes | --- | 350.08 |
| Bank Service Charges | --- | 14.62 |
| Total Operating Expenses | <u>\$ 99,189.19</u> | <u>\$ 158,489.97</u> |
| <u>Net Profit from Operations</u> | <u>\$ 15,622.25</u> | <u>\$ 48,919.77</u> |
| Add-Interest Income | --- | 293.15 |
| <u>Total Income</u> | <u>\$ 15,622.25</u> | <u>\$ 49,212.92</u> |
| <u>Less-Other Expenses:</u> | | |
| Loss from Abandonment | \$ --- | \$ 3,550.69 |
| Bad Debts | 984.59 | --- |
| Interest Expenses | 179.88 | 241.28 |
| Total Other Expenses | <u>\$ 1,164.47</u> | <u>\$ 3,791.97</u> |
| <u>Net Profit (to Exhibit B)</u> | <u>\$ 14,457.78</u> | <u>\$ 45,420.95</u> |

Unaudited - See Accountant's Comments

NEW ENGLAND FORWARDING COMPANY, INC.

EXHIBIT C

UNAUDITED STATEMENT

COMPARATIVE STATEMENT OF CHANGES IN FINANCIAL POSITION
FOR THE YEARS ENDED

| | <u>December 31,</u> <u>1978</u> | <u>December 31,</u> <u>1977</u> |
|--|------------------------------------|------------------------------------|
| <u>Source of Funds:</u> | | |
| <u>From Operations:</u> | | |
| Net Earnings | \$ 15,111.92 | \$ --- |
| Items Not Requiring Outlay of Working Capital: | | |
| Depreciation | 8,927.11 | 9,026.32 |
| Disposition of Long Term Assets (Net) | 651.40 | 5,943.05 |
| Refund of Federal Corporate Income Taxes | --- | 41,631.39 |
| Cash Surrender Value of Life Insurance | 42,500.00 | --- |
| Total | <u>\$ 67,190.43</u> | <u>\$ 56,600.76</u> |
| <u>Application of Funds</u> | | |
| Net Loss | \$ --- | \$ 255,514.00 |
| Additions to Long Term Assets | 28,548.54 | 24,438.07 |
| Insurance on Lives of Corporate Officers | 11,653.20 | 11,653.20 |
| Total | <u>\$ 40,201.74</u> | <u>\$ 291,605.33</u> |
| <u>Increase (or Decrease) in Working Capital</u> | <u>\$ 26,988.69</u> | <u>\$ (235,004.59)</u> |
| <u>Changes in Components of Working Capital</u> | | |
| <u>Current Assets-Increase (Decrease)</u> | | |
| Cash | \$ (8,708.18) | \$ (581.74) |
| Accounts Receivable and Trade (Net) | (4,998.76) | (9,998.21) |
| Accounts Receivable-Other | (48,560.97) | 50,131.39 |
| Employee Loans | (150.00) | 43.53 |
| Prepaid Expenses | (109.19) | (1,414.39) |
| Deposits | 33,300.00 | 4,151.07 |
| Cash Surrender Value of Life Insurance | 42,500.00 | --- |
| Due from Affiliated Company | (376,486.29) | 342,144.51 |
| <u>Current Liabilities (Increase)-Decrease:</u> | | |
| Accounts Payable | 95,827.61 | (214,922.28) |
| Accounts Payable-Interline | 53,801.50 | (52,117.26) |
| Accrued Expenses and Taxes | 26,653.29 | 17,139.26 |
| Payroll Taxes Withheld | (190.02) | 1,382.96 |
| Federal Corporate Taxes | --- | 4,016.61 |
| Notes Payable-Secured and Unsecured | 4,982.00 | (4,982.00) |
| Due to Affiliated Company | 209,127.70 | (369,998.04) |
| <u>Increase (or Decrease) in Working Capital</u> | <u>\$ 26,988.69</u> | <u>\$ (235,004.59)</u> |

Unaudited - See Accountant's Comments

NEW ENGLAND FORWARDING COMPANY, INC.

CONTENTS

The accompanying Balance Sheet and related Statement of Income for the above company were prepared without audit and, accordingly, we do not express an opinion of them. Furthermore, these Financial Statements were prepared for the use of management internally and, therefore, do not necessarily include all disclosures that might be required for fair presentation.

NEW ENGLAND FORWARDING COMPANY, INC.

FINANCIAL STATEMENTS

DECEMBER 31, 1978

From The Offices Of:
HENRY J. BORNHOFFT COMPANY
200 BOYLSTON STREET
CHESTNUT HILL, MASSACHUSETTS 02167

NEW ENGLAND FORWARDING COMPANY, INC.

EXHIBIT A

UNAUDITED STATEMENT

COMPARATIVE CONSOLIDATED BALANCE SHEET AT

| | December 31, 1978 | December 31, 1977 |
|--|----------------------|----------------------|
| <u>ASSETS</u> | | |
| <u>Current Assets:</u> | | |
| Cash in Banks and on Hand | \$ 11,475.18 | \$ 20,183.36 |
| Accounts Receivable-Trade (Net) | 175,895.69 | 180,894.45 |
| Accounts Receivable-Other | 1,570.42 | 50,131.39 |
| Employee Loan | --- | 150.00 |
| Prepaid Expenses | 3,900.86 | 4,010.05 |
| Deposits | 44,097.58 | 10,797.58 |
| Cash Surrender Value of Life Insurance | 42,500.00 | --- |
| Due from Affiliated Companies | 226,124.48 | 602,610.77 |
| Total Current Assets | \$ 505,564.71 | \$ 868,777.60 |
| <u>Long Term Assets (Cost):</u> | | |
| Office Equipment | \$ 24,006.67 | \$ 26,103.79 |
| Terminal Equipment | 29,753.70 | 21,507.99 |
| Leasehold Improvements | 23,463.90 | 3,752.00 |
| Total Long Term Assets | \$ 77,224.27 | \$ 51,363.78 |
| Less-Accumulated Depreciation | 29,185.24 | 22,294.78 |
| Net Long Term Assets | \$ 48,039.03 | \$ 29,069.00 |
| <u>Total Assets</u> | \$ 553,603.24 | \$ 897,846.60 |

LIABILITIES, CAPITAL STOCK AND DEFICIT

| | | |
|---|----------------|----------------|
| <u>Current Liabilities:</u> | | |
| Accounts Payable | \$ 252,528.76 | \$ 348,356.37 |
| Accounts Payable-Interline | 2,378.61 | 56,180.11 |
| Accrued Expenses and Taxes | 55,590.25 | 82,243.54 |
| Payroll Taxes Withheld | 3,007.42 | 2,817.40 |
| Notes Payable-Unsecured | --- | 3,500.00 |
| Notes Payable-Secured | --- | 1,482.00 |
| Due to Affiliated Company | 272,351.39 | 451,479.09 |
| Total Current Liabilities | \$ 585,856.43 | \$ 976,058.51 |
| <u>Capital Stock and Retained Earnings (Deficit):</u> | | |
| <u>Capital Stock-Common-No Par Value:</u> | | |
| Authorized 10,000 Shares | \$ 14,178.03 | \$ 14,178.03 |
| Issued and Outstanding 2,000 Shares | 117,178.33 | 117,178.33 |
| <u>Paid in Capital</u> | (163,609.55) | (209,568.27) |
| <u>Retained Earnings (Deficit) (from Exhibit A-1)</u> | \$ (32,253.19) | \$ (78,211.91) |
| Excess of Deficit over Capital | \$ 553,603.24 | \$ 897,846.60 |
| <u>Total</u> | | |

Unaudited - See Accountant's comments

NEW ENGLAND FORWARDING COMPANY, INC.

EXHIBIT A-1

UNAUDITED STATEMENT

COMPARATIVE STATEMENT OF RETAINED EARNINGS AT

| | December 31, 1978 | December 31, 1977 |
|--|------------------------|------------------------|
| <u>Balance At Beginning</u> | \$ (209,568.27) | \$ 15,967.62 |
| Add-Net Profit (from Exhibit B) | 15,111.92 | --- |
| Cash Surrender Value of Life Insurance | 42,500.00 | --- |
| Due from Internal Revenue Service | --- | 41,631.39 |
| Re: Carryback Claims | \$ (15,956.35) | \$ 57,599.01 |
| <u>Total</u> | --- | 255,514.08 |
| Less-Net Loss (from Exhibit B) | --- | --- |
| Insurance Paid on Lives of Corporate Officers | 11,653.20 | 11,653.20 |
| <u>Balance at End (deficit) (to Exhibit A)</u> | <u>\$ (163,609.55)</u> | <u>\$ (209,568.27)</u> |

Unaudited - See Accountant's Comments

NEW ENGLAND FORWARDING COMPANY, INC.

EXHIBIT B

UNAUDITED STATEMENT

COMPARATIVE PROFIT AND LOSS STATEMENT FOR THE YEARS ENDED

| | December 31, 1978 | December 31, 1977 |
|---|----------------------|----------------------|
| <u>Forwarder Revenue</u> | \$ 3,580,127.94 | \$ 3,473,158.86 |
| Less-Transportation Purchased: | | |
| Railroad Transportation | \$ 607,508.47 | \$ 585,091.56 |
| Motor Transportation | 532,334.75 | 533,096.44 |
| Water Transportation | 2,500.00 | 45,440.00 |
| Pickup and Delivery | 1,013,945.92 | 936,557.02 |
| Advanced Charges | 128,489.71 | 191,808.99 |
| Total Transportation Purchased | \$ 2,284,778.85 | \$ 2,294,994.01 |
| <u>Gross Profit from Forwarder Revenue</u> | \$ 1,295,349.09 | \$ 1,178,164.85 |
| Add-Income from Services Rendered | 329,301.10 | 374,799.14 |
| <u>Total Operating Revenue</u> | \$ 1,624,650.19 | \$ 1,552,963.99 |
| Less-Operating Expenses (from Exhibit B-1) | 1,621,734.38 | 1,648,640.33 |
| <u>Net Profit (or Loss) from Operations</u> | \$ 2,915.81 | \$ (295,676.34) |
| Add-Interest Income | 723.56 | --- |
| <u>Total Income (or Loss)</u> | \$ 3,639.37 | \$ (295,676.34) |
| Less-Other Expenses: | | |
| Bad Debts | \$ 2,132.65 | \$ 3,916.72 |
| Burglary Loss | 115.34 | 808.36 |
| Interest | 106.18 | 533.61 |
| Charitable Contributions | 100.00 | --- |
| Loss from Obsolescence | 390.22 | --- |
| Loss from Abandonment | 145.84 | --- |
| Total Other Expenses | \$ 2,990.23 | \$ 5,258.69 |
| <u>Net Profit (or Loss) from Forwarder Operations</u> | \$ 649.14 | \$ (300,935.03) |
| Add-Net Profit-Continental Terminals Division (from Exhibit B-2) | 14,462.78 | 45,420.95 |
| <u>Net Profit (or Loss) (to Exhibit A-1)</u> | \$ 15,111.92 | \$ (255,514.08) |

Unaudited - See Accountant's Comments

NEW ENGLAND FORWARDING COMPANY, INC.

EXHIBIT B-1

UNAUDITED STATEMENT

COMPARATIVE SCHEDULE OF OPERATING EXPENSES FOR THE YEARS ENDED

| | December 31, 1978 | December 31, 1977 |
|--|------------------------|------------------------|
| <u>Operating Expenses:</u> | | |
| Office Salaries | \$ 200,226.54 | \$ 134,743.41 |
| Traffic Department Salaries | 300,433.56 | 344,443.82 |
| Station Salaries and Wages | 162,457.71 | 72,982.22 |
| Total Salaries and Wages | \$ 671,117.81 | \$ 551,195.51 |
| Contractual Services | 276,334.79 | 423,708.88 |
| Loading and Unloading-Handling | 102,594.34 | 229,145.76 |
| Operating Rents | 119,978.63 | 121,624.14 |
| Office Equipment Rental | 40,743.50 | 42,853.22 |
| Terminal Equipment Rental | 24,857.41 | 18,409.16 |
| Automobile Rental | 4,754.06 | 5,670.31 |
| Travel | 6,972.05 | 8,366.51 |
| Automobile Allowance and Gasoline | 2,861.75 | 4,571.28 |
| Selling Expenses | 2,951.83 | 4,911.18 |
| Books and Subscriptions | 3,931.07 | 3,432.88 |
| Telephone | 83,992.43 | 121,080.75 |
| Telex | 24,629.05 | 22,772.26 |
| Postage | 17,173.16 | 17,616.83 |
| Stationery and Printing | 5,447.23 | 5,287.08 |
| Office Expenses | 30,115.29 | 33,982.97 |
| Data Processing Costs | 1,568.08 | 1,488.88 |
| Tariffs | 6,284.95 | 5,526.27 |
| Claims | 7,363.86 | 3,414.81 |
| Advertising | 893.78 | 495.78 |
| Heat, Light, Power and Water | 6,622.47 | 15,053.69 |
| Terminal Maintenance and Repairs | --- | 2,488.58 |
| Depreciation | 7,753.73 | 7,325.06 |
| Insurance | 44,540.22 | 49,312.61 |
| Taxes-Payroll | 49,891.95 | 43,203.73 |
| Taxes-Other | 757.34 | 1,969.90 |
| Sales Representative Fees and Brokerage | 17,530.48 | 26,251.10 |
| Legal and Accounting | 13,305.96 | 26,980.09 |
| Bank Service Charges | 212.29 | 157.17 |
| Insurance-Group | 18,522.88 | 20,526.73 |
| Advertising-Personnel | 3,729.32 | 2,617.02 |
| Terminal Expenses | 3,730.93 | 14,783.47 |
| Fork Lift Propane | 5,033.27 | 3,909.52 |
| Fork Lift Repairs | 7,906.07 | 3,345.76 |
| Watchman Services | 1,057.99 | 4,245.66 |
| Moving Expenses | 4,075.31 | 793.48 |
| Tolls | 498.20 | 242.10 |
| <u>Total Operating Expenses (to Exhibit B)</u> | <u>\$ 1,621,734.28</u> | <u>\$ 1,848,640.30</u> |

See Accountant's Comments

NEW ENGLAND FORWARDING COMPANY, INC.

EXHIBIT B-2

UNAUDITED STATEMENT

COMPARATIVE PROFIT AND LOSS STATEMENT FOR THE YEARS ENDED

| <u>CONTINENTAL TERMINALS DIVISION</u> | <u>December 31,</u> <u>1978</u> | <u>December 31,</u> <u>1977</u> |
|---------------------------------------|------------------------------------|------------------------------------|
| <u>Gross Revenue:</u> | | |
| Handling Income | \$ 96,992.78 | \$ 135,514.99 |
| Storage Income | 1,844.89 | 16,554.11 |
| Trucking Income | 6,438.37 | 2,162.24 |
| Miscellaneous Income | 9,540.40 | 33,178.40 |
| Total Gross Income | \$ 114,816.44 | \$ 207,409.74 |
| <u>Less-Operating Expenses:</u> | | |
| Contractual Services | \$ 51,310.98 | \$ --- |
| Rent | 11,428.50 | 72,819.89 |
| Pickup and Delivery | 7,921.03 | 5,944.67 |
| Terminal Expenses | 6,241.36 | 4,823.97 |
| Terminal Equipment Rental | 4,463.54 | 6,426.19 |
| Watchman Services | 3,401.65 | 1,271.63 |
| Telephone | 3,137.12 | 112.25 |
| Fork Lift Repairs | 2,254.20 | 2,747.00 |
| Heat, Light and Power | 1,541.03 | 4,653.94 |
| Office Equipment Rental | 1,340.73 | --- |
| Depreciation | 1,173.38 | 1,703.26 |
| Insurance-Group | 972.33 | --- |
| Office Supplies | 925.78 | 882.27 |
| Fork Lift Propane | 871.28 | 1,465.31 |
| Telex | 697.31 | --- |
| Postage | 652.00 | --- |
| Stationery and Printing | 371.81 | 229.68 |
| Advertising-Personnel | 238.32 | 13.80 |
| Licenses and Fees | 125.00 | --- |
| Insurance | 96.24 | 1,566.50 |
| Legal and Accounting | 25.60 | --- |
| Salaries and Wages | --- | 49,215.54 |
| Maintenance and Cleaning | --- | 2,588.50 |
| Sales Representative Fees | --- | 850.00 |
| Terminal Repairs | --- | 810.87 |
| Taxes | --- | 350.08 |
| Bank Service Charges | --- | 14.62 |
| Total Operating Expenses | \$ 92,189.19 | \$ 158,489.27 |
| <u>Net Profit from Operations</u> | \$ 15,627.25 | \$ 48,919.77 |
| <u>Add-Interest Income</u> | --- | 293.15 |
| <u>Total Income</u> | \$ 15,627.25 | \$ 49,212.92 |
| <u>Less-Other Expenses:</u> | | |
| Loss from Abandonment | \$ --- | \$ 3,550.69 |
| Bad Debts | 984.59 | --- |
| Interest Expenses | 179.88 | 241.28 |
| Total Other Expenses | \$ 1,164.47 | \$ 3,791.97 |
| <u>Net Profit (to Exhibit B)</u> | \$ 14,462.78 | \$ 45,420.95 |

Unaudited - See Accountant's Comments

NEW ENGLAND FORWARDING COMPANY, INC.

EXHIBIT C

UNAUDITED STATEMENT

COMPARATIVE STATEMENT OF CHANGES IN FINANCIAL POSITION

FOR THE YEARS ENDED

| | December 31, <u>1978</u> | December 31, <u>1977</u> |
|--|-----------------------------|-----------------------------|
| <u>Source of Funds:</u> | | |
| <u>From Operations:</u> | | |
| Net Earnings | \$ 15,111.92 | \$ --- |
| Items Not Requiring Outlay of Working Capital: | | |
| Depreciation | 8,927.11 | 9,026.32 |
| Disposition of Long Term Assets (Net) | 651.40 | 5,943.05 |
| Refund of Federal Corporate Income Taxes | --- | 41,631.39 |
| Cash Surrender Value of Life Insurance | 42,500.00 | --- |
| Total | <u>\$ 67,190.43</u> | <u>\$ 56,600.76</u> |
| <u>Application of Funds</u> | | |
| Net Loss | \$ --- | \$ 255,514.08 |
| Additions to Long Term Assets | 20,540.54 | 24,438.07 |
| Insurance on Lives of Corporate Officers | 11,653.20 | 11,653.20 |
| Total | <u>\$ 40,201.74</u> | <u>\$ 291,605.35</u> |
| <u>Increase (or Decrease) in Working Capital</u> | <u>\$ 26,988.69</u> | <u>\$ (235,004.59)</u> |
| <u>Changes in Components of Working Capital</u> | | |
| <u>Current Assets-Increase (Decrease)</u> | | |
| Cash | \$ (8,708.18) | \$ (581.74) |
| Accounts Receivable and Trade (Net) | (4,998.76) | (9,998.21) |
| Accounts Receivable-Other | (48,560.97) | 50,131.39 |
| Employee Loans | (150.00) | 43.53 |
| Prepaid Expenses | (109.19) | (1,414.39) |
| Deposits | 33,300.00 | 4,151.07 |
| Cash Surrender Value of Life Insurance | 42,500.00 | --- |
| Due from Affiliated Company | (376,486.29) | 342,144.51 |
| <u>Current Liabilities (Increase)-Decrease:</u> | | |
| Accounts Payable | 95,827.61 | (214,922.28) |
| Accounts Payable-Interline | 53,801.50 | (52,117.26) |
| Accrued Expenses and Taxes | 26,653.29 | 17,139.26 |
| Payroll Taxes Withheld | (190.02) | 1,382.96 |
| Federal Corporate Taxes | --- | 4,016.61 |
| Notes Payable-Secured and Unsecured | 4,982.00 | (4,982.00) |
| Due to Affiliated Company | 209,127.70 | (369,998.04) |
| <u>Increase (or Decrease) in Working Capital</u> | <u>\$ 26,988.69</u> | <u>\$ (235,004.59)</u> |

Unaudited - See Accountant's Comments

NEW ENGLAND FORWARDING COMPANY, INC.

COMMENTS

The accompanying Balance Sheet and related Statement of Income for the above company were prepared without audit and, accordingly, we do not express an opinion of them. Furthermore, these Financial Statements were prepared for the use of management internally and, therefore, do not necessarily include all disclosures that might be required for fair presentation.

11. If any individual, individuals, association, or corporation held control, as trustee, other than receivership, over the respondent at the close of the year, state--

- A. Date of trusteeship _____
 B. Authority for trusteeship _____
 C. Name of trustee _____
 D. Name of beneficiary or beneficiaries _____
 E. Purpose of trust _____

12. Give a list of companies under common control with respondent:

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:

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, list all such companies and list the controlled company under each of them, indicating its status by appropriate cross references:

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

| | | | | | | | | | |
|----------------------|---|-----------|---|---------------|---|----------------|---|----------------|---|
| Alabama | | Georgia | | Maryland | | New Jersey | X | South Carolina | |
| Alaska | | Hawaii | | Massachusetts | X | New Mexico | X | South Dakota | |
| Arizona | | Idaho | | Michigan | X | New York | | Tennessee | |
| Arkansas | | Illinois | X | Minnesota | X | North Carolina | | Texas | |
| California | | Indiana | | Mississippi | X | North Dakota | X | Utah | |
| Colorado | | Iowa | | Missouri | | Ohio | | Vermont | |
| Connecticut | X | Kansas | | Montana | | Oklahoma | | Virginia | |
| Delaware | | Kentucky | | Nebraska | | Oregon | | Washington | |
| District of Columbia | | Louisiana | | Nevada | | Pennsylvania | | West Virginia | X |
| Florida | X | Maine | | New Hampshire | | Rhode Island | X | Wisconsin | |
| | | | | | | | | Wyoming | |

16. COMPARATIVE BALANCE SHEET STATEMENT - ASSET SIDE

Give the following financial data at the beginning of the year and at the close of the year (omit cents):

| Line No. | Balance at beginning of year (a) | Item (b) | Balance at close of year (c) |
|----------|----------------------------------|--|------------------------------|
| | | I. CURRENT ASSETS | |
| 1 | \$ 20,183 | (100) Cash | \$ 11,475 |
| 2 | | (101) Special cash deposits (Sec. 18) | |
| 3 | | (102) Temporary cash investments | |
| 4 | xxxxxxx | 1. Pledged \$ | xxxxxxx |
| 5 | | 2. Unpledged \$ | |
| 6 | xxxxxxx | (103) Working advances | xxxxxxx |
| 7 | xxxxxxx | (104) Notes receivable | xxxxxxx |
| 8 | 231,026 | (105) Accounts receivable \$ 186,724 | xxxxxxx |
| 9 | | (106) Less: Reserve for doubtful accounts \$ 9,258 | 177,466 |
| 10 | | (107) Accrued accounts receivable | |
| 11 | 613,559 | (108) Materials and supplies | 312,722 |
| 12 | | (109) Other current assets | |
| 13 | 864,768 | (110) Deferred income tax charges (Sec. 19) | |
| | | Total current assets | 501,663 |
| | | II. SPECIAL FUNDS AND DEPOSITS | |
| 14 | xxxxxxx | (120) Sinking and other funds \$ | xxxxxxx |
| 15 | | Less: Nominally outstanding \$ | |
| 16 | xxxxxxx | (121) Special deposits \$ | xxxxxxx |
| 17 | | Less: Nominally outstanding \$ | |
| 18 | | Total special funds | |
| | | III. INVESTMENT SECURITIES AND ADVANCES | |
| 19 | | (130) Investments in affiliated companies (Sec. 20) | |
| 20 | xxxxxxx | 1. Pledged \$ | xxxxxxx |
| 21 | | 2. Unpledged \$ | |
| 22 | | Undistributed earnings from certain investments in affiliated companies (Sec. 21) | |
| 23 | xxxxxxx | (131) Other investments (Sec. 20) | xxxxxxx |
| 24 | | 1. Pledged \$ | |
| 25 | | 2. Unpledged \$ | |
| 26 | | (132) Less: Reserve for adjustment of investments in securities | |
| | | (133) Allowance for net unrealized loss on noncurrent marketable equity securities | |
| | | Total investment securities and advances | |
| | | IV. TANGIBLE PROPERTY | |
| 27 | xxxxxxx | (140) Transportation property (Sec. 22-A) \$ 70,967 | xxxxxxx |
| 28 | 24,844 | (149) Less: Depreciation and amortization reserve | 44,983 |
| 29 | | Transportation property (Sec. 22-B) 25,984 | |
| 30 | 4,225 | (160) Nontransportation property (Sec. 23) 6,257 | xxxxxxx |
| 31 | 29,069 | (161) Less: Depreciation reserve -- | 3,056 |
| | | Nontransportation property (Sec. 23) 3,201 | 48,039 |
| | | Total tangible property | |
| | | V. INTANGIBLE PROPERTY | |
| 32 | | (165) Organization | |
| 33 | | (166) Other intangible property | |
| 34 | | Total intangible property | |
| | | VI. DEFERRED DEBITS AND PREPAID EXPENSES | |
| 35 | 4,010 | (170) Prepayments | 3,901 |
| 36 | | (172) Other deferred debits | |
| 37 | | (173) Accumulated deferred income tax charges (Sec. 19) | |
| 38 | 4,010 | Total deferred debits and prepaid expenses | 3,901 |
| | | VII. REACQUIRED AND NOMINALLY ISSUED SECURITIES | |
| 39 | xxxxxxx | (190) Reacquired and nominally issued long-term debt \$ | xxxxxxx |
| 40 | xxxxxxx | Reacquired: 1. Pledged \$ | xxxxxxx |
| 41 | xxxxxxx | 2. Unpledged \$ | xxxxxxx |
| 42 | xxxxxxx | Nominally issued: 1. Pledged \$ | xxxxxxx |
| 43 | xxxxxxx | 2. Unpledged \$ | xxxxxxx |
| 44 | xxxxxxx | (191) Nominally issued capital stock \$ | xxxxxxx |
| 45 | 897,647 | 1. Pledged \$ 2. Unpledged \$ | 553,603 |
| 46 | | TOTAL ASSETS | |
| 47 | None | Contingent assets (not included above) | |

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

COMPARATIVE BALANCE SHEET STATEMENT—LIABILITY SIDE

| Line No. | Balance at beginning of year (a) | Item (b) | Balance at close of year (c) |
|----------|----------------------------------|--|------------------------------|
| | | VIII. CURRENT LIABILITIES | \$ |
| 48 | 4,982 | (200) Notes payable | 254,907 |
| 49 | 404,537 | (201) Accounts payable | |
| 50 | | (202) Accrued interest | |
| 51 | | (203) Dividends payable | 3,007 |
| 52 | 2,817 | (204) Accrued taxes | 55,590 |
| 53 | 82,244 | (205) Accrued accounts payable | |
| 54 | | (208) Deferred income tax credits (Sec. 19) | 272,352 |
| 55 | 481,479 | (209) Other current liabilities | 585,856 |
| 56 | 976,059 | Total current liabilities | |
| | | IX. LONG-TERM DEBT | |
| | | (b1) Less—Nominally outstanding (b2) Less—Nominally issued | |
| 57 | | (210) Funded debt (Sec. 29) | \$ |
| 58 | | (210.5) Capitalized leased obligations | |
| 59 | | (211) Receivers' and trustees' securities (Sec. 29) | |
| 60 | | (212) Amounts payable to affiliated companies (Sec. 30) | |
| 61 | | (213) Long-term debt in default (Sec. 29) | |
| 62 | | (218) Discount on long-term debt | |
| 63 | | (219) Premium on long-term debt | |
| 64 | | Total long-term debt | |
| | | X. RESERVES | |
| 65 | | (220) Insurance reserves | |
| 66 | | (221) Provident reserves | |
| 67 | | (222) Other reserves | |
| 68 | | Total reserves | |
| | | XI. DEFERRED CREDITS | |
| 69 | | (231) Other deferred credits | |
| 70 | | (232) Accumulated deferred income tax credits (Sec. 19) | |
| 71 | | Total deferred credits | |
| | | XII. CAPITAL AND SURPLUS | |
| 72 | 14,178 | (240) Capital stock (Sec. 31) | 14,178 |
| 73 | | (241) Premiums and assessments on capital stock | |
| 74 | 14,178 | Total (Lines 70 and 71) | 14,178 |
| 75 | | Less—Nominally issued capital stock | |
| 76 | | (242) Discount, commission and expense on capital stock | 14,178 |
| 77 | 14,178 | Total (Lines 73 and 74) | 14,178 |
| 78 | 14,178 | Total (Lines 72 and 75) | |
| 79 | | (243) Proprietorial capital | 117,178 |
| 80 | 117,178 | (250) Unearned surplus | XXXXXXX |
| 81 | XXXXXXX | 1. Paid in \$ 2. Other \$ | |
| 82 | | (260) Earned surplus—Appropriated | |
| 83 | (209,568) | (270) Earned surplus—Unappropriated (Deficit in paren.) (Sec. 32) | (163,609) |
| 84 | XXXXXXX | 1. Distributed \$ 2. Undistributed \$ | XXXXXXX |
| 85 | | (279) Net unrealized loss on noncurrent marketable equity securities | |
| 86 | | (280) Less: Treasury stock | XXXXXXX |
| 87 | XXXXXXX | 1. Pledged \$ 2. Unpledged \$ | (32,253) |
| 88 | (78,212) | Total capital and surplus | 553,603 |
| 89 | 897,847 | TOTAL LIABILITIES | |
| 90 | None | Contingent liabilities (not included above) | |

COMPARATIVE BALANCE SHEET STATEMENT—EXPLANATORY NOTES

Estimated accumulated net Federal income tax reduction realized since December 31, 1949, under section 168 (formerly section 124-A) of the Internal Revenue Code because of accelerated amortization of emergency facilities in excess of recorded depreciation \$ None

Estimated accumulated savings in Federal income taxes resulting from computing book depreciation under Commission rules and computing tax depreciation using the items listed below \$ None

—Accelerated depreciation since December 31, 1953, under section 167 of the Internal Revenue Code.

—Guideline lives since December 31, 1961, pursuant to Revenue Procedure 62-21.

—Guideline lives under Class Life System (Asset Depreciation Range) since December 31, 1970, as provided in the Revenue Act of 1971.

(1) Estimated accumulated net income tax reduction utilized since December 31, 1961, because of the investment tax credit authorized in the Revenue Act of 1962, as amended 1,568

(2) If carrier elected, as provided in the Revenue Act of 1971, to account for the investment tax credit under the deferral method, indicate the total deferred investment tax credit at beginning of year \$

Add investment tax credits applied to reduction of current year's tax liability but deferred for accounting purposes \$

Deduct deferred portion of prior year's investment tax credit used to reduce current year's tax accrual \$

Other adjustments (indicate nature such as recapture on early disposition) \$

Total deferred investment tax credit at close of year \$

Investment tax credit carryover at year end \$ 1,799

Cost of pension plan:

Past service costs determined by actuaries at year end \$

Total pension costs for year:

Normal costs \$

Amortization of past service costs \$

Estimated amount of future earnings which can be realized before paying Federal income taxes because of unused and available net operating loss carryover on January 1 of the year following that for which the report is made \$ (143,698)

State whether a segregated political fund has been established as provided by the Federal Election Campaign Act of 1971 (18 U.S.C. 610).
YES _____ NO _____

Marketable Equity Securities—to be completed by companies with \$10.0 million or more in gross operating revenues:

1. Changes in Valuation Accounts

| | | Cost | Market | Dr. (Cr) to Income | Dr. (Cr) to Stockholders Equity |
|---------------|----------------------|------|--------|--------------------------|---------------------------------------|
| Current year | Current Portfolio | \$ | \$ | \$ | x x x x |
| as of / / | Noncurrent Portfolio | | | x x x x | \$ |
| Previous year | Current Portfolio | | | x x x x | x x x x |
| as of / / | Noncurrent Portfolio | | | x x x x | x x x x |

2. At / / , gross unrealized gains and losses pertaining to marketable equity securities were as follows:

| | Gains | Losses |
|------------|-------|--------|
| Current | \$ | \$ |
| Noncurrent | | |

3. A net unrealized gain (loss) of \$ _____ on the sale of marketable equity securities was included in net income for _____ (year). The cost of securities sold was based on the _____ (method) cost of all the shares of each security held at time of sale.

Significant net realized and net unrealized gains and losses arising after date of the financial statements but prior to their filing, applicable to marketable equity securities owned at balance sheet date shall be disclosed below:

NOTE: / / - date - Balance sheet date date of the current year unless specified as previous year.

17.—COMPENSATING BALANCES AND SHORT-TERM BORROWING ARRANGEMENTS

Using the following notes as a guideline, show the requirements of compensating balances and short-term borrowing 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 balances not legally restricted, lines of credit used and unused, average interest rate of short-term borrowings outstanding at balance 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 balances 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.

18.—SPECIAL CASH DEPOSITS

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.

| Line No. | Purpose of deposit (a) | Balance at close of year (b) |
|----------|---|---------------------------------|
| | | \$ |
| | Interest special deposits: | |
| 1 | | |
| 2 | | |
| 3 | | |
| 4 | | |
| 5 | | |
| 6 | Total | |
| | Dividend special deposits: | |
| 7 | | |
| 8 | | |
| 9 | | |
| 10 | | |
| 11 | | |
| 12 | Total | |
| | Miscellaneous special deposits: | |
| 13 | | |
| 14 | | |
| 15 | | |
| 16 | | |
| 17 | | |
| 18 | Total | |
| | Compensating balances legally restricted: | |
| 19 | Held on behalf of respondent | |
| 20 | Held on behalf of others | |
| 21 | Total | |

2f Report below the details of all investments in common stocks included in account 130. Investments in affiliated companies, which qualify for the equity method under instruction 28 in the Uniform System of Accounts for Freight Forwarders.

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., less 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 acquisition. 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 AFFILIATED COMPANIES

| Line No. | Name of issuing company and description of security held (a) | Balance at beginning of year (b) | Adjustment for investments qualifying for equity method (c) | Equity in undistributed earnings (losses) during year (d) | Amortization during year (e) | Adjustment for investments disposed of or written down during year (f) | Balance at close of year (g) |
|----------|--|----------------------------------|---|---|------------------------------|--|------------------------------|
| 1 | Carriers (List specifics for each company) | \$ | \$ | \$ | \$ | \$ | \$ |
| 2 | | | | | | | |
| 3 | | | | | | | |
| 4 | | | | | | | |
| 5 | | | | | | | |
| 6 | | | | | | | |
| 7 | | | | | | | |
| 8 | | | | | | | |
| 9 | | | | | | | |
| 10 | | | | | | | |
| 11 | | | | | | | |
| 12 | | | | | | | |
| 13 | | | | | | | |
| 14 | | | | | | | |
| 15 | | | | | | | |
| 16 | | | | | | | |
| 17 | | | | | | | |
| 18 | Total | | | | | | |
| 19 | Noncarriers (Show totals only for each column) | | | | | | |
| 20 | 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 |
|---------------------------------------|------------------------------|---------|----------|--|--------------------------|
| 141. Furniture and office equipment | \$ 25,962 | \$ 182 | \$ 2,279 | \$ CR 2,097 | \$ 23,865 |
| 142. Motor and other highway vehicles | | | | | |
| 143. Land and public improvements | | | | | |
| 144. Terminal and platform equipment | 15,397 | 8,241 | | 8,241 | 23,638 |
| 145. Other property account charges | 3,752 | 19,962 | 250 | 19,712 | 23,464 |
| Total | 45,111 | 28,385 | 2,529 | 25,856 | 70,967 |

B. DEPRECIATION AND AMORTIZATION RESERVE

| Property accounts | Balance at beginning of year | Charges | Credits | Adjustments Dr. - Debit Cr. - Credit | Balance at close of year |
|---|------------------------------|----------|----------|--|--------------------------|
| 141. Furniture and office equipment | \$ 14,667 | \$ 1,932 | \$ 2,993 | \$ CR 1,061 | \$ 15,728 |
| 142. Motor and other highway vehicles | | | | | |
| 143. Land and public improvements (depreciable property) | | | | | |
| 144. Terminal and platform equipment | 3,330 | | 4,092 | CR 4,092 | 7,422 |
| 145. Other property account charges (depreciable property) | 2,270 | 105 | 669 | CR 564 | 2,834 |
| Total | 20,267 | 2,037 | 7,754 | 5,716 | 25,984 |

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 |
|--|-----------------------|----------------------|
| Property used in Warehousing and Storage Operations, Chicago, Illinois | \$ | \$ |
| Warehousing Equipment | 6,116 | 3,092 |
| Office Equipment | 141 | 109 |
| | | |
| | | |
| | | |
| | | |
| Total | 6,257 | 3,201 |

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 need not be included. Contingent rentals, such as those based on usage or sales, shall be reported separately from the basic or minimum rentals.

| Line No. | Type of lease (a) | Current year (b) | Prior year (c) |
|----------|--------------------------------|---------------------|-------------------|
| | Financing leases: | | |
| 1 | Minimum rentals | | |
| 2 | Contingent rentals | | |
| 3 | Sublease rentals | | |
| 4 | Total financing leases | | |
| | Other leases: | | |
| 5 | Minimum rentals | | |
| 6 | Contingent rentals | | |
| 7 | Sublease rentals | | |
| 8 | Total other leases | | |
| 9 | Total rental expense of lessee | | |

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.

| Line No. | Year ended (a) | A | | | B | |
|----------|-------------------|-------------------------|---------------------|--------------|-------------------------|---------------------|
| | | Financing leases (b) | Other Leases (c) | Total (d) | Sublease rentals* | |
| | | | | | Financing leases (e) | Other leases (f) |
| 1 | Next year | \$ | \$ | \$ | \$ | \$ |
| 2 | In 2 years | | | | | |
| 3 | In 3 years | | | | | |
| 4 | In 4 years | | | | | |
| 5 | In 5 years | | | | | |
| 6 | In 6 to 10 years | | | | | |
| 7 | In 11 to 15 years | | | | | |
| 8 | In 16 to 20 years | | | | | |
| 9 | Subsequent | | | | | |

* The rental commitments reported in Part A of this schedule have been reduced by these amounts.

24.—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.

Line
No.

(a)

1

2

3

4

5

6

7

8

(b)

9

10

11

12

13

14

15

16

(c)

17

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19

20

21

22

23

24

(d)

25

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28

29

30

31

32

(e)

33

34

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36

37

38

39

40

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 No. | Asset category (a) | Present value | | Range | | Weighted average | |
|----------|-------------------------------|---------------------|-------------------|---------------------|-------------------|---------------------|-------------------|
| | | Current year (b) | Prior year (c) | Current year (d) | Prior year (e) | Current year (f) | Prior year (g) |
| | | \$ | \$ | % | % | % | % |
| 1 | Structures | | | | | | |
| 2 | Revenue equipment | | | | | | |
| 3 | Shop and garage equipment | | | | | | |
| 4 | Service cars and equipment | | | | | | |
| 5 | Noncarrier operating property | | | | | | |
| | Other (Specify): | | | | | | |
| 6 | | | | | | | |
| 7 | | | | | | | |
| 8 | | | | | | | |
| 9 | | | | | | | |
| 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. | Item (a) | Current year (b) | Prior year (c) |
|----------|----------------------------------|------------------|----------------|
| 1 | Amortization of lease rights | \$ | \$ |
| 2 | Interest | | |
| 3 | Rent expense | | |
| 4 | Income tax expense | | |
| 5 | Impact (reduction) on net income | | |

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 method of accounting. See account (270) in section 16.

| Line No. | Item (a) | Retained earnings accounts (b) | Equity in undistributed earnings of affiliated companies (c) |
|----------|---|-----------------------------------|---|
| 1 | (270) Earned surplus (or deficit) at beginning of year | \$ (209,568) | xxx |
| 2 | (300) Equity in undistributed earnings (losses) of affiliated companies at beginning of year | xxx | |
| 3 | (300) Income balance (Sec. 33) | 15,112 | |
| 4 | (301) Miscellaneous credits' <u>Cash surrender value life ins</u> | 42,500 | |
| 5 | (302) Prior period adjustments to beginning earned surplus account | | |
| 6 | (310) Miscellaneous debits' <u>ins on lives of corporate officers</u> | 11,653 | |
| 7 | (311) Miscellaneous reservations of earned surplus | | xxx |
| 8 | (312) Dividend appropriations of earned surplus | | xxx |
| 9 | (270) Earned surplus (or deficit) at close of year | (163,609) | xxx |
| 10 | Equity in undistributed earnings (losses) of affiliated companies at end of year | xxx | |
| 11 | Balance from line 10(c) | | xxx |
| 12 | Total unappropriated earned surplus and equity in undistributed earnings (losses) of affiliated companies at end of year (lines 9 and 11) | (163,609) | 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):

| Line No. | Item (a) | Amount (b) |
|--|---|---------------|
| ORDINARY ITEMS | | |
| FORWARDER OPERATING INCOME | | |
| 1 | (400) Operating revenues (Sec. 34) _____ | \$ 1,624,650 |
| 2 | (410) Operating expenses (Sec. 35) _____ | 1,620,977 |
| 3 | *Net revenue from forwarder operations (line 1; line 2) _____ | 3,673 |
| 4 | (411) Transportation tax accruals (Sec. 36) _____ | 757 |
| 5 | *Net revenue, less taxes, from forwarder operations (line 3; line 4) _____ | 2,916 |
| OTHER INCOME | | |
| 6 | (401) Dividend (other than from affiliates) and interest income _____ | 124 |
| 7 | (402) Release of premium on long-term debt _____ | |
| 8 | (403) Miscellaneous income _____ Gross Income From Storage Division | 114,816 |
| 9 | Income from affiliated companies: | |
| | Dividends _____ | |
| 10 | Equity in undistributed earnings (losses) _____ | 115,540 |
| 11 | Total other income _____ | 118,456 |
| 12 | *Total income (line 5; line 11) _____ | |
| MISCELLANEOUS DEDUCTIONS FROM INCOME | | |
| 13 | (412) Provision for uncollectible accounts _____ | 2,133 |
| 14 | (413) Miscellaneous tax accruals _____ | |
| 15 | (414) Miscellaneous income charges _____ Gross Expenses from Storage Division | 100,354 |
| 16 | Total income deductions _____ | 102,487 |
| 17 | *Income from continuing operations before fixed charges (Lines 12, 16) _____ | 15,969 |
| FIXED CHARGES | | |
| 18 | (420) Interest on long-term debt _____ | 106 |
| 19 | (421) Other interest deductions _____ | |
| 20 | (422) Amortization of discount on long-term debt _____ | 106 |
| 21 | Total fixed charges _____ | 751 |
| 22 | (423) Unusual or infrequent items _____ | 15,112 |
| 23 | *Income from continuing operations before income taxes (lines 17, 21, 22) _____ | |
| PROVISION FOR INCOME TAXES | | |
| 24 | (431) Income taxes on income from continuing operations (Sec. 36) _____ | |
| 25 | (432) Provision for deferred taxes _____ | 15,112 |
| 26 | Income (loss) from continuing operations (lines 23-25) _____ | |
| DISCONTINUED OPERATIONS | | |
| 27 | (433) Income (loss) from operations of discontinued segments** _____ | |
| 28 | (434) Gain (loss) on disposal of discontinued segments** _____ | |
| 29 | Total income (loss) from discontinued operations (lines 27, 28) _____ | 15,112 |
| 30 | *Income before extraordinary items (lines 26, 29) _____ | |
| 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 _____ | |
| 34 | Total extraordinary items _____ | |
| 35 | (452) Cumulative effect of changes in accounting principles** _____ | |
| 36 | Total extraordinary items and accounting changes (lines 34, 35) _____ | 15,112 |
| 37 | *Net income transferred to earned surplus (lines 30, 36) _____ | |
| *If a loss or debit, show the amount in parentheses. **Less applicable income taxes of: (433) Income (loss) 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

1. (a) Indicate method elected by carrier, as provided in the Revenue Act of 1971, to account for the investment tax credit:
 Flow-through X Deferral _____
- (b) If flow-through method was elected, indicate net decrease (or increase) in tax accrual because of investment tax credit _____ \$ None
- (c) If deferral method was elected, indicate amount of investment tax credit utilized as reduction of tax liability for current year _____ \$ _____
- Deduct amount of current year's investment tax credit applied to reduction of tax liability but deferred for accounting purposes _____ (\$ _____)
- 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 _____ \$ _____
- Total decrease in current year's tax accrual resulting from use of investment tax credits _____ \$ _____
2. An explanation of all items included in accounts 435, "Extraordinary items," and 450, "Income taxes on extraordinary items" should be made in the space below. (See instruction 540.0-4, Uniform System of Accounts for Freight Forwarders.)

34.—OPERATING REVENUES

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

| Line No. | Account (a) | Amount (b) |
|----------|--|---------------|
| | I. TRANSPORTATION REVENUE | \$ |
| 1 | 501. Forwarder revenue _____ | 3,580,128 |
| | II. TRANSPORTATION PURCHASED—DR. | |
| 2 | 511. Railroad transportation _____ | 607,508 |
| 3 | 512. Motor transportation _____ | 532,335 |
| 4 | 513. Water transportation _____ | 2,500 |
| 5 | 514. Pick-up, delivery, and transfer service _____ | 1,013,946 |
| 6 | 515. Other transportation purchased* <u>Advanced charges</u> _____ | 128,490 |
| 7 | Total transportation purchased _____ | 2,284,779 |
| 8 | Revenue from transportation (line 1 minus line 7) _____ | 1,295,349 |
| | III. INCIDENTAL REVENUE | |
| 9 | 521. Storage—Freight _____ | |
| 10 | 522. Rent revenue _____ | |
| 11 | 523. Miscellaneous <u>Income from Services Rendered</u> _____ | 329,301 |
| 12 | Total incidental revenues _____ | 329,301 |
| 13 | Total operating revenues (line 8 plus line 12) _____ | 1,624,650 |

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

35.—OPERATING EXPENSES

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

| Line No. | Account (a) | Amount (b) |
|----------|---|---------------|
| 1 | 601. General office salaries | \$ 208,227 |
| 2 | 602. Traffic department salaries | 300,434 |
| 3 | 603. Law department salaries | |
| 4 | 604. Station salaries and wages* | 162,458 |
| 5 | 605. Loading and unloading by others | 378,929 |
| 6 | 606. Operating rents | 190,334 |
| 7 | 607. Traveling and other personal expense | 16,717 |
| 8 | 608. Communications | 110,621 |
| 9 | 609. Postage | 17,173 |
| 10 | 610. Stationery and office supplies | 37,132 |
| 11 | 611. Tariffs | 6,285 |
| 12 | 612. Loss and damage—Freight | 7,364 |
| 13 | 613. Advertising | 894 |
| 14 | 614. Heat, light, and water | 6,622 |
| 15 | 615. Maintenance | |
| 16 | 616. Depreciation and amortization | 7,754 |
| 17 | 617. Insurance | 44,540 |
| 18 | 618. Payroll taxes (Sec. 36) | 49,892 |
| 19 | 619. Commissions and brokerage | 17,530 |
| 20 | 620. Vehicle operation (Sec. 36) | |
| 21 | 621. Law expenses | 13,306 |
| 22 | 622. Depreciation adjustment | |
| 23 | 630. Other expenses | 44,765 |
| 24 | Total operating expenses | 1,620,977 |

*Includes debit totaling \$_____ for the pay of employees engaged in handling freight over platforms.

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 (a) | (411) Transportation tax accruals (b) | (431) Income taxes on income from continuing operations (c) | (618) Payroll taxes (d) | (620) Vehicle operation (e) | Total (f) |
|----------|---|--|--|----------------------------|--------------------------------|--------------|
| 1 | Social security taxes | \$ 242 | \$ | \$49,892 | \$ | \$ 49,892 |
| 2 | Real estate and personal property taxes | | | | | 242 |
| 3 | Gasoline, other fuel and oil taxes | | | | | |
| 4 | Vehicle licenses and registration fees | | | | | |
| 5 | Corporation taxes | | | | | |
| 6 | Capital stock taxes | | | | | |
| 7 | Federal excise taxes | | | | | |
| 8 | Federal excess profits taxes | | | | | |
| 9 | Federal income taxes | 183 | | | | 183 |
| 10 | State income taxes | | | | | |
| | Other taxes (describe) | | | | | |
| 11 | (a) State Filing Fees | 332 | | | | 332 |
| 12 | (b) | | | | | |
| 13 | (c) | | | | | |
| 14 | (d) | | | | | |
| 15 | (e) | | | 49,892 | | 50,649 |
| 16 | Total | 757 | | | | |

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

| Line No. | Vehicle | | Book value included in account (140) of sec. 16 | Accrued depreciation included in account (149) of sec. 16 |
|----------|--------------------------------|------------------|---|---|
| | Make, kind and capacity (a) | Number of (b) | | |
| 1 | | | \$ | \$ |
| 2 | | | | |
| 3 | | | | |
| 4 | | | | |
| 5 | | | | |
| 6 | | | | |
| 7 | | | | |
| 8 | Total | None | None | None |

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 representative 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.

| Line No. | Class | Number of employees on payroll at close of the pay period containing the 12th day of | | | | Total compensation during year |
|----------|----------------------------------|--|-----|--------|----------|--------------------------------|
| | | February | May | August | November | |
| | General office employees: | | | | | \$ |
| 1 | Officers | | | | | |
| 2 | Clerks and attendants | 20 | 24 | 22 | 25 | 208,227 |
| 3 | Total | 20 | 24 | 22 | 25 | 208,227 |
| | Traffic department employees: | | | | | |
| 4 | Officers | | | | | |
| 5 | Managers | | | | | |
| 6 | Solicitors | 20 | 18 | 18 | 17 | 300,433 |
| 7 | Clerks and attendants | | | | | |
| 8 | Total | 20 | 18 | 18 | 17 | 300,433 |
| | Law department employees: | | | | | |
| 9 | Officers | | | | | |
| 10 | Solicitors | | | | | |
| 11 | Attorneys | | | | | |
| 12 | Clerks and attendants | | | | | |
| 13 | Total | | | | | |
| | Station and warehouse employees: | | | | | |
| 14 | Superintendents | 3 | 3 | 3 | 3 | 42,050 |
| 15 | Foremen | 2 | 2 | 2 | 2 | 26,205 |
| 16 | Clerks and attendants | 2 | 2 | 2 | 2 | 17,210 |
| 17 | Laborers | 10 | 12 | 11 | 10 | 76,993 |
| 18 | Total | 17 | 19 | 18 | 17 | 162,458 |
| | All other employees (specify): | | | | | |
| 19 | | | | | | |
| 20 | | | | | | |
| 21 | | | | | | |
| 22 | | | | | | |
| 23 | Total | | | | | |
| 24 | Grand total | 57 | 61 | 58 | 59 | 671,119.8 |

Length of payroll period: (Check one) ☐ 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 (a) | Number (b) |
|----------|--|---------------|
| 1 | Tons of freight received from shippers | 29,615 |
| 2 | Number of shipments received from shippers | 23,920 |

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 system 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.

None

| Line No. | Name of person (a) | Title (b) | Salary per annum as of close of year (see instructions) (c) | Other compensation during the year (d) |
|----------|-----------------------|--------------|---|---|
| 1 | | | \$ | \$ |
| 2 | | | | |
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41.—COMPETITIVE BIDDING — CLAYTON ANTITRUST ACT

Section 10 of the Clayton Antitrust Act (15 U.S.C. 20) states that "no common carrier engaged in commerce shall have any dealings in securities, supplies or other articles of commerce, or shall make or have any contracts for construction or maintenance of any kind, 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 its board of directors or as its president, manager or as its purchasing or selling officer, or agent in the particular transaction, any person who is at the same time a director, manager, or purchasing or selling officer of, or who has any substantial interest in, such other corporation, firm, partnership or association, unless and except such purchases shall be made from, or such

dealings shall be made with, the bidder whose bid is the most favorable to such common 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 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 address, name and title of respondent officers, directors, selling officer, purchasing officer and/or general manager that has an affiliation with the seller.

| Line No. | Nature of bid (a) | Date Published (b) | Contract number (c) | No. of bidders (d) | Method of awarding bid (e) | Date filed with the Commission (f) | Company awarded bid (g) |
|----------|-------------------|--------------------|---------------------|--------------------|----------------------------|------------------------------------|-------------------------|
| 1 | | | | | | | |
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Schedule 42.—SUMMARY OF FREIGHT LOSS AND DAMAGE CLAIMS

This schedule was adopted by the Commission in No. 35345 (Sub-No. 2) July 1, 1977

Approved by GAO Effective 12-23-77

Exclude from this schedule the revenues and claims incurred in connection with freight forwarder services and shipments which have a prior or subsequent movement by air. Line 1 should show all freight forwarder revenue in Account 501. Line 2 should show the number of claims paid during the year for robbery, theft and pilferage, and other shortage as defined below:

Robbery - Failure to deliver all or part of a shipment as the result of stealing, including hijacking, with the use of force or threat of force against a person or persons. Claims for physical damage to freight in the same or other shipments resulting from robbery should be reported under Robbery.

Theft and Pilferage - Failure to deliver all or part of a shipment as the result of known stealing, or under circumstances indicating the probable cause was stealing, without use of force or threat of force against a person or persons, when it is known the freight was in the carrier's custody.

Claims for physical damage to freight in the same or other shipments resulting directly from theft or pilferage should be reported under Theft and Pilferage.

Other Shortage - Failure to deliver all or part of a shipment for unknown reasons. This includes the unexplained disappearance of all or part of a shipment for reasons other than robbery or theft and pilferage as defined above.

Line 3 should show the number of all other claims paid in full or in part during the year not reported on line 2.

Line 4 should include the *net* dollar amount of claims paid during the year. This includes claims paid in full or paid in part, less amounts recovered from underlying carriers, salvage, insurance, and claim refund cancellations.

Line 5 should show the ratio in percentage form (two decimal places).

| Line | Item | |
|------|---|--------------|
| 1 | Freight revenue (Account 501) _____ | \$ 3,580,128 |
| 2 | Number of theft related claims paid _____ | 3 |
| 3 | Number of other claims paid _____ | 29 |
| 4 | Net dollars paid (See instructions) _____ | \$ 7,364 |
| 5 | Claims expense/revenue ratio (line 4 ÷ 1) _____ | .21 % |

Schedule 42.—SUMMARY OF FREIGHT LOSS AND DAMAGE CLAIMS

This schedule was adopted by the Commission in No. 35345 (Sub-No. 2) July 1, 1977

Approved by GAO Effective 12-23-77

Exclude from this schedule the revenues and claims incurred in connection with freight forwarder services and shipments which have a prior or subsequent movement by air. Line 1 should show all freight forwarder revenue in Account 501. Line 2 should show the number of claims paid during the year for robbery, theft and pilferage, and other shortage as defined below:

Robbery - Failure to deliver all or part of a shipment as the result of stealing, including hijacking, with the use of force or threat of force against a person or persons. Claims for physical damage to freight in the same or other shipments resulting from robbery should be reported under Robbery.

Theft and Pilferage - Failure to deliver all or part of a shipment as the result of known stealing, or under circumstances indicating the probable cause was stealing, without use of force or threat of force against a person or persons, when it is known the freight was in the carrier's custody.

Claims for physical damage to freight in the same or other shipments resulting directly from theft or pilferage should be reported under Theft and Pilferage.

Other Shortage - Failure to deliver all or part of a shipment for unknown reasons. This includes the unexplained disappearance of all or part of a shipment for reasons other than robbery or theft and pilferage as defined above.

Line 3 should show the number of all other claims paid in full or in part during the year not reported on line 2.

Line 4 should include the *net* dollar amount of claims paid during the year. This includes claims paid in full or paid in part, less amounts recovered from underlying carriers, salvage, insurance, and claim refund cancellations.

Line 5 should show the ratio in percentage form (two decimal places).

| Line | Item | |
|------|---|--------------|
| 1 | Freight revenue (Account 501) | \$ 3,580,128 |
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| 4 | Net dollars paid (See instructions) | \$ 7,364 |
| 5 | Claims expense/revenue ratio (line 4 ÷ 1) | .21 % |

NOTES AND REMARKS

Name, title, telephone number and address of the person to be contacted concerning this report

NAME Max Margolin TITLE Treasurer
TELEPHONE NUMBER (201) 963-1234
(Area code) (Telephone number)
OFFICE ADDRESS 55 Van Kueren Ave., Jersey City, N.J. 07306
(Street and number) (City, State, and ZIP Code)

OATH

(To be made by the officer having control of the accounting of the respondent)

STATE OF Massachusetts
COUNTY OF Suffolk
Max Margolin makes oath and says that he is
Treasurer
(Insert here the official title of the affiant)
of New England Forwarding Company, 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, 1978, to and including December 31, 1978.

Max Margolin
(Signature of affiant)

Subscribed and sworn to before me, a Nathan Pussis, in and for the State and County above named, this 26th day of March, 1979.

My commission expires Nov 13 1982

[USE AN U. S.
IMPRESSION
SEAL]

Stephen M. Dumrosey
(Signature of officer authorized to administer oaths)