

CARLISLE CARRIER CORP.
AUTHORITY AT A.00109478

1. To transport, as a Class D carrier, such merchandise as is dealt in by wholesale, retail and chain groceries, food business houses, drug stores and drug houses, and by hospitals and nursing homes, for Dauphin Distribution Services Co., between the facilities owned, leased or used by Dauphin Distribution Services Co., and from said facilities to points in Pennsylvania;

subject to the following condition:

That no right, power or privilege is granted to transport petroleum and petroleum products, in bulk, in tank-type vehicles.

2. To transport, as a Class D carrier, property, for The Dial Corporation, between the facilities owned, leased or utilized by said company, and from said facilities, to points in Pennsylvania, and vice versa;

subject to the following condition:

That no right, power or privilege is granted to transport commodities in bulk.

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AUG 1 1994
F. B. I.
CONTROL DIV.

AUTHORITY AT A.00109478, F.1, Am-A

To transport, as a Class D carrier, property for Purina Mills, Inc., from its facilities in the township of Hampden, Cumberland County; from the facilities of its subsidiary, Bay Mor Pet Feeds, Inc., in the borough of Cressona, Schuylkill County; and from the facilities of Ralston Purina Company, in the township of Hampden, Cumberland County, to points in Pennsylvania, and vice versa;

subject to the following condition:

That no right, power or privilege is granted to transport petroleum and petroleum products in bulk, in tank vehicles.

A00109478, F.1, Am I
HS, 8/3/94
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AUTHORITY AT A.00109478, F. 1, Am-B

To transport, as a Class D carrier, property, between the facilities owned, leased or utilized by Exel Logistics, Inc., and from said facilities to points in Pennsylvania, and vice versa;

subject to the following condition:

That no right, power or privilege is granted to transport petroleum and petroleum products, in bulk in tank or hopper-type vehicles, or dry litharge in bulk.

AUTHORITY AT A.00109478, F.1, Am-C

1. To transport, as a Class D carrier, property for Daily Juice Products, a Division of American Beverage Corporation, between the facilities owned, leased or used by the said shipper, and from said facilities to points in Pennsylvania and vice versa;

subject to the following condition:

That transportation from the facilities owned, leased or used by Daily Juice Products, Division of American Beverage Corporation, shall be limited to shipments weighing 30,000 pounds or more with a shipment defined as one lot of freight picked up from one consignor on one bill of lading with no more than two stop-offs in transit plus final delivery.

2. To transport, as a Class D carrier, property for Ports of the World, Inc. and Pike Distributors, Inc., from facilities owned, leased or used by said shippers, and from said facilities to points in Pennsylvania, and vice versa.
3. To transport, as a Class D carrier, property for Sun-Diamond Growers of California, from facilities owned, leased or used by the said shipper and from said facilities to points in Pennsylvania, and vice versa;

Rights 1, 2 and 3 subject to the following condition:

That no right, power or privilege is granted to transport petroleum or petroleum products in bulk in tank vehicles or dry litharge in bulk.

AUTHORITY AT A.00109478, F.1, Am-D

To transport, as a Class D carrier, property (except commodities in bulk and household goods in use), for Alling & Cory between points in Pennsylvania.

AUTHORITY AT A.00109478, F.1, Am-E

To transport, as a Class D carrier, property for Knouse Foods, Inc., between the facilities owned, leased or utilized by said company, in the counties of Adams, Cumberland and Franklin, and from said facilities to points in Pennsylvania, and vice versa;

subject to the following conditions:

Provided that no right, power or privilege is granted to transport commodities in bulk and household goods in use;

Provided that no right, power or privilege is granted to provide transportation to or from the facilities of Owens-Brockway Glass Container Division of Owens-Illinois, Inc. in the counties of Jefferson and Clearfield.

AUTHORITY AT A.00109478, F.1, Am-G

To transport, as a Class D carrier, property for Reckitt & Colman, Inc., between points in Pennsylvania;

subject to the following condition:

- (1) That no right, power or privilege is granted to transport household goods in use and commodities in bulk.

AUTHORITY AT A.00109478, F.1, Am-H

- (1) To transport, as a Class D carrier, such merchandise as is dealt in by wholesale, retail, chain grocery and food business houses, and those materials, ingredients and supplies used in the manufacture, distribution and sale of the aforementioned products, from the facilities of Quaker Oats Company in the borough of Shiremanstown, Cumberland County, and points within an airline distance of two (2) statute miles of the boundaries thereof to points in the counties of Philadelphia, Bucks, Montgomery, Delaware and Chester, and vice versa.
- (2) To transport, as a Class D carrier, such merchandise as is dealt in by wholesale, retail, chain grocery and food business houses, and materials, ingredients and supplies used in the manufacture, distribution and sale of the said products, from the facilities of Ralston-Purina Company, located in the township of Hampden, Cumberland County, to points in that portion of Pennsylvania on and east of U.S. Highway Route 15, and vice versa.
- (3) To transport, as a Class D carrier, such merchandise as is dealt in by wholesale, retail, chain grocery and food business houses, and those materials, ingredients and supplies used in the manufacture, distribution and sale of the aforementioned products, from the facilities of Quaker Oats Company, in the township of Hampden, Cumberland County, to points in that portion of Pennsylvania on and east of U.S. Highway Route 15, plus the county of Cumberland, and vice versa.
- (4) To transport, as a Class D carrier, property (except household goods in use, commodities in bulk and commodities requiring the use of special equipment) for General Mills, Inc., from the facilities used by it in Cumberland County to points in Pennsylvania, and vice versa.
- (5) To transport, as a Class D carrier, property for Purina Mills, Inc., between points in Pennsylvania;

with Right No. 5 subject to the following condition:

That no right, power or privilege is granted to transport commodities in bulk; household goods in use.

- (6) To transport, as a Class D carrier, property, for The Quaker Oats Co., between points in Pennsylvania;
- (7) To transport, as a Class D carrier, property, for the Dial Corporation, from points in the counties of Luzerne and Bucks, to points in the county of Cumberland;

with both Rights 6 and 7 subject to the following condition:

That no right, power or privilege is granted to transport commodities in bulk, household goods in use, and Classes A and B explosives.

- (8) To transport, as a Class D carrier, property for Fleming Companies, Inc., from its facilities located in the township of Upper Providence, Montgomery County, to points in Pennsylvania and vice versa;

with Right No. 8 subject to the following condition:

That no right, power or privilege is granted to transport commodities in bulk or household goods in use.

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INFO. CONTROL DIV.

CARLISLE CARRIER CORP

**EQUIPMENT LISTING
AS OF**

AUGUST 1, 1994

COMPANY OWNED ROAD TRACTORS	101
COMPANY OWNED LOCAL TRACTORS	6
COMPANY OWNED SERVICE VEHICLES	3
TOTAL COMPANY OWNED TRACTORS AND SERVICE VEHICLES	110
OWNER OPERATOR ROAD TRACTORS	3
COMPANY OWNED ROAD TRAILERS	164
SHORT TERM LEASED TRAILERS	30
TOTAL TRAILERS	194

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HLG 8/3/94
E. G. Holbeck
A-2

FLEETS

Fleets Lauded for Sales, Marketing Excellence

MIAMI — Averitt Express won top honors for its advertising in the annual contest held by the Sales & Marketing Council. Winners in other categories included Condor Freight Lines, Roadway Express and AAA Cooper Transportation.

Trucking and other transportation and distribution companies competed in eight categories. Each entry was evaluated within its own revenue division by three national advertising and public relations professionals.

Averitt's win was for its overall

advertising campaign. CF Motor Freight took second place and Ranger Transportation won third place honors.

In the public relations category the winners (in order) were Roadway Express, NationsWay Transport Service and Central Freight Lines.

Condor topped the truck graphics category, followed by Baron Colour Concentrates and ANR Freight System.

Video presentation honors went to Roadway Express, Groupe

Robert and Maverick tion.

Winners in the trade it category were AA Transportation, Carol Corp. and ANR Freight

Overnite Transportation the service directory followed by Spartan Express and Watkins Motor Lines.

For companies with under \$75 million, the the print advertising Innovative Logistics,

Exel Logistics Names Top Northeast Fleets

COLUMBUS, Ohio — Exel Logistics North America, a unit of the British transportation firm NFC plc, presented its first outstanding performance awards honoring its carriers in the Northeastern U.S.

Carlisle Carrier, Carlisle, Pa., was named Truckload Carrier of the Year, while Escro Transport, Buffalo, N.Y., and Volpe Express, Norristown, Pa., tied for the title of Less-Than-Truckload Carrier of the Year.

The award program strengthens partnerships with carriers and recognizes excellent performance, according to Harold Anderson, vice president of the Consumer Products Sector in Exel's northeast region.

Selection was based on delivery performance, EDI compliance, OS&D claims, billing and rating efficiency, pallet control and cooperation. "We also considered the complexity and volume of freight handled," Mr. Anderson said.

Toyota Honors CRST

CEDAR RAPIDS, Iowa — CRST Inc. reported it is the first transportation company to be awarded the TABC Quality Award, created by TABC Inc., a subsidiary of Toyota Motor Sales U.S.A., in 1990. The annual award recognizes the company's top suppliers: CRST and Corning, a materials supplier, shared the 1993 award.

The fleet signed a partnership agreement with Group Mon-Ro, a Mexican carrier made up of four

Honors

American Red Ball Transit Co., Indianapolis, named Kerry Ramsey of Hope Mills, N.C., and Wayne Garrard of Albuquerque, N.M., drivers of the month for March and April, respectively.

strengthen the five carriers and align their operations more closely, the parent company said.

Randolph C. Bangham, previously chairman of Viking Freight System, San Jose, Calif., was named president of RRG. The group is based in San Jose.

The five regional carriers are Central Freight Lines, Waco, Texas; Coles Express, Bangor, Maine; Spartan Express Central, Worthington, Ohio;

Operation Clean Sweep, an environmental initiative launched by The Society of the Plastics Industry.

"When transferring resins from rail to truck, we find the greatest potential for spills occurs when sampling, hooking up or disconnecting the vacuum line to and from the rail car's discharge tube," Mr. Ramach said.

"In the rare case that an accidental spill does occur, such as a derailment, CLTL has procedures to ensure that pellets are quickly vacuumed up and stored in proper containers for recycling."

CLTL signed SPI's "Pellet Retention Environmental Code," which commits it to containing resin pellets throughout their "life."

companies and headquartered in Monterrey, in the Mexican state of Nuevo Laredo.

That expands NationsWay's service to all of North America, according to the company, formerly known as NW Transport.

Group Mon-Ro is a family-owned and -operated business in operation for more than 50 years. It already has relationships with major U.S. shippers, including General Motors.

dale, Fla.; and Southeastern Freight Lines, Columbia, S.C. Harold Dickey has won the award for three consecutive years; M.D. Transport and Southeastern for two straight years.

Putnam Transfer & Storage Co., Zanesville, Ohio, received a

Spartan Express Southern, Greer, S.C.; and Viking Freight System.

Each fleet will continue to operate autonomously, but will share Roadway's information technology and other resources offered by Roadway.

"This alignment allows us to take advantage of operational efficiencies without impacting the autonomy of any carrier in the group," said David H. Hess Jr., vice president of marketing and sales for RRG.

Saia Opens Terminals In Texas, Tennessee

HOUMA, La. — Saia Motor Freight Line is expanding its reach into Texas and Tennessee. The less-than-truckload carrier opened facilities in Waco and Tyler, Texas, and Knoxville and Kingsport, Tenn.

In Texas, Saia is building a 14-terminal network. The Tyler and Waco terminals expand its coverage in central and east Texas.

It has five terminals in Tennessee, and will offer complete coverage of the state late this year, when it opens a terminal in Jackson. The Kingsport facility will be managed by Jim Bailey; the Knoxville terminal by Jeff Hess. The names of the Texas managers were not announced.

Saia is owned by Yellow Corp., the Overland Park, Kan., parent of Yellow Freight System. The regional fleet offers interstate and intrastate service in Alabama, Arkansas, Georgia, Florida, Louisiana, Mississippi, Oklahoma, Texas and Tennessee. It also provides service to Puerto Rico and Mexico.

Nelson Westerberg Honors Van Drivers

ELK GROVE VILLAGE, Ill. — Eight owner-operators were honored by Nelson Westerberg Inc. for achieving high levels of accident-free driving.

Three drivers assigned to the Elk Grove Village office surpassed the half-million milestone. Mark Dawson,

Frey Miller M Corporate O To Oklahom

BAKERSFIELD, Calif. — Frey Miller Trucking continues its move from California to Oklahoma when it began moving its offices to Oklahoma City. The move will be complete by 1995.

When the move is complete, Frey Miller will no longer have a corporate presence in California, though it will continue to operate in the Golden State.

"The move is the result of a depth study," said Don H. Frey, chairman. "It will allow us to serve our customers as well as ourselves to be more competitive in Oklahoma. Oklahoma offered sweet incentives through its Jobs Program."

Also, there are strong educational training opportunities for workers in the state, Frey said.

The refrigerated truck moved its operations, customer service and sales and marketing to Oklahoma City last year (TT, 2-28-94, p. 41).

Manufacturers are affected by them and what they do to cope with it," Mr. Peter Frey, chairman of the state trucking association, said.

Intrastate deregulation discussions at TAEC's annual meeting July 16-20 at New Bedford, Mass. Association chief executive already been through deregulation provided signposts for face federal pre-emptive economic controls over trucking.

More deregulation will affect trucking — and the association's revenue base, especially through income from rate and tariff.

Membership would change as carriers sink under deregulation.

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 Z. H. Gabel

ACCOUNT NAME	CURRENT YEAR
ASSETS	
CURRENT ASSETS	
CASH AND WORKING FUNDS	59,411.37- **
SPECIAL DEPOSITS	39,674.00 **
TEMPORARY CASH INVESTMENTS	520,000.00 **
NOTES RECEIVABLE	.00 **
ACCOUNTS RECEIVABLE	1,165,853.00 **
PREPAYMENTS	142,203.28 **
OTHER CURRENT ASSETS	57,078.42 **
DEFERRED INCOME TAX CHARGES	.00 **
TOTAL CURRENT ASSETS	1,865,397.33 **
TANGIBLE PROPERTY	
LAND	.00 **
REVENUE EQUIPMENT	2,176,291.04 **
OTHER CARRIER PROPERTY	101,409.25 **
TOTAL TANGIBLE PROPERTY	2,277,700.29 **
INTANGIBLE PROPERTY	
ORGANIZATION, FRANCHISES, PERMIT	.00 **
OTHER INTANGIBLE PROPERTY	9,968.22 **
INVESTMENT SECURITIES/ADVANCES	.00 **
OTHER INVESTMENTS & ADVANCES	.00 **
DEFERRED DEBITS	11,729.58 **
TOTAL INTANGIBLE PROPERTY	21,697.80 **
TOTAL ASSETS	4,164,795.42 **
LIABILITIES AND EQUITY	
CURRENT LIABILITIES	
NOTES PAY & MATURE OBLIGATIONS	64,778.02- **
ACCOUNTS PAYABLE	472,631.81- **
SALARIES PAYABLE	142,293.34- **

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CONSOLIDATED ACCOUNTS

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BALANCE SHEET

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PERIOD ENDING 6/30/94

PERIOD 06 SUMMARY

ACCOUNT NAME	CURRENT YEAR
ACCRUED EXPENSES	386,142.44- **
ACCRUED INCOME TAXES	.00 **
INTEREST ACCRUED	.00 **
CURRENT EQ OBLIG & OTHER DEBT	.00 **
OTHER CURRENT LIABILITIES	.00 **
LONG-TERM DEBTS	.00 **
EQUIP & OTHER LONG-TERM OBLIG.	1,777,248.91- **
DEFERRED CREDITS	13,500.72- **
ESTIMATED LIABILITIES	.00 **
TOTAL CURRENT LIABILITIES	2,856,595.24- **
STOCKHOLDER'S EQUITY	
CAPITAL STOCK	1,348,200.18- **
MARKETABLE EQUITY SECURITIES	40,000.00 **
TOTAL STOCKHOLDER'S EQUITY	1,308,200.18- **
TOTAL LIABILITIES AND EQUITY	4,164,795.42- **

DATE 7/21/94
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 PERIOD ENDING 6/30/94

CONSOLIDATED ACCOUNTS
 OPERATING STATEMENT - CONSOLIDATED
 PERIOD 06 SUMMARY

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ACCOUNT. NAME	CURRENT MONTH	% REV	PREVIOUS MONTH	% REV	CURRENT QUARTER	% REV	CURRENT YTD	% REV
OPERATING REVENUE AND EXPENSES								
CARRIER OPERATING REVENUE								
FREIGHT REVENUE								
TOTAL FREIGHT REVENUE	1,113,596.96	100.0	983,567.74	100.0	2,967,114.56	100.0	5,481,554.22	100.0
TOTAL CARRIER OPERATING REVENUE	1,113,596.96	100.0	983,567.74	100.0	2,967,114.56	100.0	5,481,554.22	100.0
TOTAL OPERATING REVENUE AND EXPENSES								
TOTAL OPERATING REVENUE AND EXPENSES	1,113,596.96	100.0	983,567.74	100.0	2,967,114.56	100.0	5,481,554.22	100.0
CARRIER OPERATING EXPENSES								
CARRIER OPERATING EXPENSES								
SALARIES/OFFICERS & SUPERVISOR								
TOTAL SALARIES/OFFICERS & SUPERVISOR	35,476.42	3.2	35,213.34	3.6	104,222.68	3.5	229,151.54	4.2
SALARIES & WAGES/OTHER								
TOTAL SALARIES & WAGES/OTHER	211,259.47	19.0	184,811.22	18.8	568,656.94	19.2	1,077,328.66	19.7
MISC. PAID TIME OFF								
TOTAL MISC. PAID TIME OFF	4,971.00	.4	5,189.00	.5	11,694.50	.4	18,046.69	.3
OTHER FRINGES								
TOTAL OTHER FRINGES	84,926.87	7.6	75,519.10	7.7	243,934.99	8.2	471,427.69	8.6
OPERATING SUPPLIES & EXPENSES								
TOTAL OPERATING SUPPLIES & EXPENSES	306,275.59	27.5	278,110.35	28.3	852,106.93	28.7	1,593,858.21	29.1
GENERAL SUPPLIES AND EXPENSES								
TOTAL GENERAL SUPPLIES AND EXPENSES	14,843.44	1.3	18,155.70	1.8	50,523.51	1.7	95,122.15	1.7
OPERATING TAXES AND LICENSES								
TOTAL OPERATING TAXES AND LICENSES	27,632.56	2.5	31,703.07	3.2	87,354.75	2.9	160,979.45	2.9
INSURANCE								
TOTAL INSURANCE	46,176.08	4.1	38,172.06	3.9	119,262.32	4.0	223,241.64	4.1
COMMUNICATIONS & UTILITIES								
TOTAL COMMUNICATIONS & UTILITIES	9,459.36	.8	10,329.48	1.1	28,757.27	1.0	60,596.23	1.1
DEPRECIATION & AMORTIZATION								
TOTAL DEPRECIATION & AMORTIZATION	50,056.46	4.5	39,316.46	4.0	128,633.82	4.3	252,620.52	4.6
REV EQUIP RENTS/PURCHASE TRANS								
TOTAL REV EQUIP RENTS/PURCHASE TRANS	62,425.84	5.6	50,274.75	5.1	162,527.46	5.5	293,104.26	5.3
BUILDING & OFFICE EQUIP RENTS								
TOTAL BUILDING & OFFICE EQUIP RENTS	8,306.54	.7	7,659.79	.8	24,261.87	.8	48,030.38	.9
DRIVER PER DIEM								
TOTAL DRIVER PER DIEM	41,562.52	3.7	36,923.40	3.8	111,328.08	3.8	202,149.72	3.7
GAIN/LOSS ON DISP. OF OP ASSET								
TOTAL GAIN/LOSS ON DISP. OF OP ASSET	2,668.55	.2	2,000.00	.2	668.55	.0	668.55	.0

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CONSOLIDATED ACCOUNTS
 OPERATING STATEMENT - CONSOLIDATED
 PERIOD 06 SUMMARY

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ACCOUNT NAME	CURRENT MONTH	% REV	PREVIOUS MONTH	% REV	CURRENT QUARTER	% REV	CURRENT YTD	% REV
MISCELLANEOUS EXPENSES								
TOTAL MISCELLANEOUS EXPENSES	3,106.98	.3	1,635.65	.2	5,844.65	.2	17,189.64	.3
TOTAL CARRIER OPERATING EXPENSES	903,810.58	81.2	815,013.37	82.9	2,498,441.22	84.2	4,742,178.23	86.5
OTHER INCOME AND EXPENSES								
INC & EXP FROM NONCARRIER OP								
TOTAL INC & EXP FROM NONCARRIER OP	3,601.87-	.3-	2,024.40-	.2-	5,635.68-	.2-	14,203.17-	.3-
INTEREST AND DIVIDEND INCOME								
TOTAL INTEREST AND DIVIDEND INCOME	1,175.03-	.1-	1,221.80-	.1-	2,944.17-	.1-	4,330.78-	.1-
OTHER NONOPERATING INCOME (NET)								
TOTAL OTHER NONOPERATING INCOME (NET)	150.00	.0	.00	.0	150.00	.0	1,025.00	.0
GAIN/LOSS ON DISP. OTHER ASSET								
TOTAL GAIN/LOSS ON DISP. OTHER ASSET	.00	.0	.00	.0	.00	.0	.00	.0
INT & AMRT DEBT DISC EXP & PRE								
TOTAL INT & AMRT DEBT DISC EXP & PRE	12,201.08	1.1	11,555.93	1.2	34,515.82	1.2	62,332.62	1.1
TOTAL OTHER INCOME AND EXPENSES	7,574.18	.7	8,309.73	.8	26,085.97	.9	44,823.67	.8
TOTAL CARRIER OPERATING EXPENSES	911,384.76	81.8	823,323.10	83.7	2,524,527.19	85.1	4,787,001.90	87.3
NET INCOME/LOSS								
TOTAL NET INCOME/LOSS	202,212.20	18.2	160,244.64	16.3	442,587.37	14.9	694,552.32	12.7