For the transition period from $\qquad$ to $\qquad$

Commission file number 0-12255
YELLOW CORPORATION
(Exact name of registrant as specified in its charter)

## Delaware

(State or other jurisdiction of incorporation or organization)

$$
\begin{gathered}
\text { 48-0948788 } \\
\text { (I.R.S. Employer } \\
\text { Identification No.) }
\end{gathered}
$$

```
1 0 9 9 0 \text { Roe Avenue, P.O. Box 7563, Overland Park, Kansas}
10990 Roe Avenue, P.O. Box 7563, Overland Park, Kansas
```

    66207
    ----------
        (Address of principal executive offices)
                                    (Zip Code)
                (913) 696-6100
    (Registrant's telephone number, including area code)
No Changes
(Former name, former address and former fiscal year, if changed since last
report)

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Sections 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days.

Indicate the number of shares outstanding of each of the issuer's classes of common stock, as of the latest practicable date.

```
Class
    Outstanding at April 30, 1997
    28,116,241 shares
```


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## PART I - FINANCIAL INFORMATION

ITEM 1. FINANCIAL STATEMENTS
---------------------------
CONSOLIDATED BALANCE SHEETS Yellow Corporation and Subsidiaries March 31, 1997 and December 31, 1996 (Amounts in thousands except share data) (Unaudited)

|  | $\begin{array}{r} \text { March } 31 \\ 1997 \end{array}$ |  | $\begin{array}{r} \text { December } 31 \\ 1996 \end{array}$ |  |
| :---: | :---: | :---: | :---: | :---: |
| ASSETS |  |  |  |  |
| CURRENT ASSETS: |  |  |  |  |
| Cash | \$ | 39,161 | \$ | 24,800 |
| Accounts receivable |  | 282,641 |  | 280,758 |
| Refundable income taxes |  | - |  | 6,150 |
| Prepaid expenses and other |  | 62,478 |  | 78,300 |
| Total current assets |  | 384, 280 |  | 390, 008 |
| PROPERTY AND EQUIPMENT: |  |  |  |  |
| Cost |  | 949, 299 |  | 965,798 |
| Less - Accumulated depreciation |  | 165,183 |  | 153,108 |
| Net property and equipment |  | 784,116 |  | 812,690 |
| OTHER ASSETS |  | 24,078 |  | 25,109 |
|  |  | 192,474 |  | 227,807 |
| LIABILITIES AND SHAREHOLDERS' EQUITY |  |  |  |  |
| CURRENT LIABILITIES: |  |  |  |  |
| Accounts payable and checks outstanding | \$ | 102,325 | \$ | 151,538 |
| Wages and employees' benefits |  | 145,933 |  | 132, 255 |
| Other current liabilities |  | 141, 915 |  | 136, 251 |
| Current maturities of long-term debt |  | 3, 027 |  | 3,661 |
| Total current liabilities |  | 393, 200 |  | 423,705 |
| OTHER LIABILITIES: |  |  |  |  |
| Long-term debt |  | 185, 041 |  | 192,492 |
| Deferred income taxes |  | 28,032 |  | 31,555 |
| Claims, insurance and other |  | 184, 097 |  | 184, 355 |
| Total other liabilities |  | 397,170 |  | 408, 402 |
| SHAREHOLDERS' EQUITY: |  |  |  |  |
| Common stock, \$1 par value |  | 28,863 |  | 28,863 |
| Capital surplus |  | 6,745 |  | 6,745 |
| Retained earnings |  | 384, 116 |  | 377,712 |
| Treasury stock |  | $(17,620)$ |  | $(17,620)$ |
| Total shareholders' equity |  | 402, 104 |  | 395,700 |
|  |  | 192,474 |  | 227,807 |

## STATEMENTS OF CONSOLIDATED INCOME

 Yellow Corporation and Subsidiaries For the Three Months Ended March 31, 1997 and 1996 (Amounts in thousands except per share data)(Unaudited)

|  | 1997 | 1996 |
| :---: | :---: | :---: |
| OPERATING REVENUE | \$ 785, 144 | \$ 741,678 |
| OPERATING EXPENSES: |  |  |
| Salaries, wages and benefits | 515,048 | 500,280 |
| Operating expenses and supplies | 120, 951 | 118,280 |
| Operating taxes and licenses | 29, 200 | 29,617 |
| Claims and insurance | 17,327 | 17,351 |
| Communications and utilities | 11, 219 | 11,325 |
| Depreciation | 30, 213 | 33,502 |
| Purchased transportation | 46,014 | 39,474 |
| Total operating expenses | 769,972 | 749,829 |
| INCOME (LOSS) FROM OPERATIONS | 15,172 | $(8,151)$ |
| NONOPERATING (INCOME) EXPENSES: |  |  |
| Interest expense | 3,903 | 6,852 |
| Other, net | (249) | 823 |
| Nonoperating expenses, net | 3,654 | 7,675 |
| INCOME (LOSS) BEFORE INCOME TAXES | 11,518 | $(15,826)$ |
| INCOME TAX PROVISION (BENEFIT) | 5,017 | $(1,575)$ |
| NET INCOME (LOSS) | \$ 6,501 | \$ $(14,251)$ |
| AVERAGE COMMON SHARES OUTSTANDING | 28,112 | 28,106 |
| EARNINGS (LOSS) PER SHARE | \$ . 23 | \$ (.51) |

[^0]STATEMENTS OF CONSOLIDATED CASH FLOWS
Yellow Corporation and Subsidiaries
For the Three Months Ended March 31, 1997 and 1996
(Amounts in thousands)
(Unaudited)

| OPERATING ACTIVITIES: |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | \$ | 25,136 |  | $(10,174)$ |
| INVESTING ACTIVITIES: |  |  |  |  |
| Acquisition of property and equipment |  | $(7,856)$ |  | $(9,520)$ |
| Proceeds from disposal of property and equipment |  | 5,118 |  | 2,419 |
| Purchases of short-term investments |  | - |  | $(1,684)$ |
| Proceeds from maturities of short-term investments |  | - |  | 7,098 |
| Net cash used in investing activities |  | $(2,738)$ |  | $(1,687)$ |
| FINANCING ACTIVITIES: |  |  |  |  |
| Unsecured bank credit lines, net |  | - |  | 16,000 |
| Commercial paper, net |  | 1,787 |  | $(13,644)$ |
| Repayment of long-term debt |  | $(9,824)$ |  | (631) |
| Net cash from (used in) financing activities |  | $(8,037)$ |  | 1,725 |
| NET INCREASE (DECREASE) IN CASH |  | 14,361 |  | $(10,136)$ |
| CASH, BEGINNING OF PERIOD |  | 24,800 |  | 25,861 |
| CASH, END OF PERIOD | \$ | 39,161 | \$ | 15,725 |
| SUPPLEMENTAL CASH FLOW INFORMATION: |  |  |  |  |
| Income taxes paid | \$ | 1,030 | \$ | 977 |
| Interest paid | \$ | 2,247 | \$ | 3,293 |

The accompanying notes are an integral part of these statements.

1. The accompanying consolidated financial statements include the accounts of Yellow Corporation and its wholly-owned subsidiaries (the company) and have been prepared by the company, without audit by independent public accountants, pursuant to the rules and regulations of the Securities and Exchange Commission. In the opinion of management, all normal recurring adjustments necessary for a fair statement of the results of operations for the interim periods included herein have been made. Certain information and note disclosures normally included in financial statements prepared in accordance with generally accepted accounting principles have been condensed or omitted from these statements pursuant to such rules and regulations. Accordingly, the accompanying consolidated financial statements should be read in conjunction with the consolidated financial statements included in the company's 1996 Annual Report to Shareholders.
2. The company provides freight transportation services primarily to the less-than-truckload (LTL) market in North America through its subsidiaries, Yellow Freight System, Inc. (Yellow Freight), Preston Trucking Company, Inc. (Preston Trucking), Saia Motor Freight Line, Inc. (Saia) and WestEx, Inc. (WestEx). Yellow Services, Inc., formerly Yellow Technology Services, Inc., (Yellow Services) supports the company's subsidiaries - primarily Yellow Freight - with information technology and other services. Yellow Freight, the company's principal subsidiary, comprises approximately $75 \%$ of total revenue while Preston Trucking comprises approximately $14 \%$ and Saia comprises approximately $10 \%$.
3. For periods ended after December 15, 1997, the company will be required to report basic and diluted earnings per share in accordance with recently released Financial Accounting Standards Board Statement No. 128, Earnings Per Share. The accounting change will not impact reported earnings per share data for the quarter ended March 31, 1997, or any 1996 quarters. The dilutive impact of outstanding options and other securities during those periods was not material.

Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations

## FINANCIAL CONDITION

March 31, 1997 Compared to December 31, 1996

Working capital increased during the first three months of 1997, resulting in an $\$ 8.9$ million deficit working capital position at March 31, 1997 compared to $\$ 33.7$ million deficit position at December 31, 1996. The improvement in working capital was mostly the result of a reduction in accounts payable and outstanding checks. Accounts receivable remained relatively constant during the period as growth due to increased revenue levels at the end of the respective periods of comparison were mostly offset by the sale of $\$ 25.0$ million in accounts receivable under Yellow Freight's receivables purchase agreement. The company can operate with a
deficit working capital position because of rapid turnover of accounts receivable, effective cash management and ready access to funding.

Total debt during the first three months of 1997 decreased $\$ 8.1$ million. Cash flows from operations were sufficient to pay down debt and cover capital spending. Net capital expenditures for the first three months of 1997 were $\$ 2.7$ million. It is anticipated that the remaining net capital spending for 1997 will be approximately $\$ 106.6$ million.

RESULTS OF OPERATIONS

Comparison of Three Months Ended March 31, 1997 and 1996
Operating revenue in the first quarter was $\$ 785.1$ million, a 5.9 percent increase over first quarter 1996 revenue of $\$ 741.7$ million. Net income for the quarter was $\$ 6.5$ million, or $\$ .23$ per share, versus a 1996 first quarter net loss of $\$ 14.3$ million, or $\$ .51$ per share. Operating income was $\$ 15.2$ million, a $\$ 23.3$ million improvement from 1996 when the company recorded an $\$ 8.1$ million operating loss in the first quarter.

During the first quarter, Yellow Freight reported operating income of $\$ 15.4$ million, a $\$ 17.7$ million gain from the 1996 first quarter when it recorded an operating loss of $\$ 2.3$ million. Yellow Freight revenue for the 1997 period was $\$ 598.8$ million, a 3.9 percent increase from first quarter 1996 revenue of $\$ 576.1$ million. Yellow Freight's operating ratio improved to 97.4, from 100.4 in the 1996 first quarter.

Yellow Freight's improved performance was due primarily to a 4.6 percent increase in tonnage-per-day, a 2.7 percent average increase in LTL freight rates and an aggressive cost-control program. Including truckload impacts, revenue per ton increased by 1.7 percent over the prior year's quarter while costs per ton decreased by 1.6 percent.

During 1996, Yellow Freight trimmed more than $\$ 75$ million in expenses. During 1997, the company expects to achieve cumulative savings of $\$ 142$ million. This is comprised of $\$ 90$ million in a full year of savings from cost reductions implemented in 1996, $\$ 58$ million from additional programs designed to increase workforce productivity and create other efficiencies, less approximately $\$ 6$ million in nonrecurring second quarter relocation expenses resulting from a change of operations in mid-April. The savings will be partially offset by the $\$ 44$ million impact of a contract wage and benefit increase for Yellow Freight's Teamster employees that became effective April 1, 1997. The change of operations is expected to increase Yellow Freight's utilization of lower-cost rail service to a run rate of 27 percent of total linehaul miles from 18 percent in 1996.

As further described in the footnotes to the 1996 consolidated financial statements, Yellow Freight recorded a special charge of $\$ 46.1$ million, or $\$ 28.3$ million after taxes in the fourth quarter of 1996. The major components of the charge and subsequent activity are as summarized below (amounts in millions):

|  | Cumulative |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Original Charge | Favorable Revisions | Paid or Utilized | ```March 31, 1997 Balance``` |
| Write down nonoperating real estate | \$16.5 | \$- | \$1.1 | \$15.4 |
| Write off computer software | 8.4 | - | 8.4 | - |
| Early retirement program | 13.7 | - | 13.7 | - |
| Company car program reduction | 3.6 | . 4 | 3.2 | - |
| Severance and organization design | 3.9 | . 2 | . 9 | 2.8 |
| Total charge before taxes | \$46.1 | \$. 6 | \$27.3 | \$18.2 |

Marketing efforts continue on nonoperating real estate. During the first quarter of 1997, nonoperating property written down in the charge to \$1.4 million was sold for $\$ 1.4$ million, utilizing a portion of the write down. As disclosed in the footnotes to the 1996 consolidated financial statements, the pension benefit obligation under defined benefit pension plans increased $\$ 12.9$ million in 1996 as a result of the 130 employees electing the early retirement program. Other early retirement program costs were paid in cash in the first quarter of 1997. All company car reduction program costs were paid in cash in the first quarter of 1997. Severance payments are expected to continue through the first quarter of 1998. Revisions to estimates were reflected in operations during the first quarter of 1997.

Preston Trucking, a regional carrier serving the northeastern and upper midwestern U.S., reported first quarter revenue of $\$ 103.5$ million, up 5.2 percent from 1996 first quarter revenue of $\$ 98.4$ million. Preston Trucking narrowed its quarter-to-quarter operating losses from $\$ 5.1$ million in 1996 to $\$ 2.9$ million in 1997. The operating ratio improved from 105.2 in the 1996 quarter to 102.8 in the 1997 quarter.

Saia, a regional carrier serving the southeastern U.S., recorded revenue of $\$ 72.4$ million, up 19.3 percent from $\$ 60.7$ million in the 1996 first quarter. Operating income was $\$ 3.6$ million, compared with $\$ 3.1$ million in the 1996 period. The operating ratio for the 1997 first quarter was 95.0, versus 94.9 in 1996.

Both Preston Trucking and Saia are positioned to benefit from industry consolidation as two regional competitors have recently exited the market. WestEx continued on track with its development plan, recording revenue of \$10.4 million, a 59.6 percent increase over first quarter 1996 revenue of $\$ 6.5$ million. WestEx is a regional carrier serving California and parts of the southwestern U.S.

The above information includes forward-looking statements. Actual future results could differ materially from those projected in such statements as a result of a number of factors which could negatively impact the company, including adverse weather conditions, the price and availability of diesel fuel, competitor pricing activity and a downturn in general economic activity.

Yellow Freight System, Inc.
Financial Information
For the Quarter Ended March 31 (Amounts in thousands)

|  | First Quarter |  | \% |
| :---: | :---: | :---: | :---: |
|  | 1997 | 1996 | Change |
| Operating revenue | 598,827 | 576,077 | 3.9 |
| Operating income (loss) | 15,445 | $(2,324)$ |  |
| Operating ratio | 97.4 | 100.4 |  |
| Total assets at March 31 | 884,593 | 1,015,483 |  |



Preston Trucking Company, Inc.
Financial Information
For the Quarter Ended March 31 (Amounts in thousands)

|  | First Quarter |  | \% |
| :---: | :---: | :---: | :---: |
|  | 1997 | 1996 | Change |
| Operating revenue | 103,488 | 98,390 | 5.2 |
| Operating income (loss) | $(2,891)$ | $(5,131)$ |  |
| Operating ratio | 102.8 | 105.2 |  |
| Total assets at March 31 | 156,404 | 166,990 |  |



Saia Motor Freight Line, Inc. Financial Information For the Quarter Ended March 31 (Amounts in thousands)

|  | First Quarter |  | \% |
| :---: | :---: | :---: | :---: |
|  | 1997 | 1996 | Change |
| Operating revenue | 72,420 | 60,688 | 19.3 |
| Operating income | 3,595 | 3, 073 |  |
| Operating ratio | 95.0 | 94.9 |  |
| Total assets at March 31 | 162, 293 | 148,773 |  |



PART II - OTHER INFORMATION
Item 4. Submission of Matters to a Vote of Security Holders
(a) Annual Meeting of Stockholders on April 24, 1997
(b) The following directors were elected with the indicated number of votes set forth below.

|  | For | Withheld |
| :--- | ---: | ---: |
|  | $-\ldots-\ldots-\ldots$ |  |
| Klaus E. Agthe | $22,497,226$ | $2,082,670$ |
| Cassandra C. Carr | $24,308,498$ | 271,398 |
| Howard M. Dean | $22,496,319$ | $2,083,577$ |
| David H. Hughes | $24,388,924$ | 190,972 |
| Ronald T. LeMay | $24,383,529$ | 196,367 |
| John C. McKelvey | $24,390,099$ | 189,797 |
| A. Maurice Myers | $24,398,760$ | 181,136 |
| William L. Trubeck | $24,391,224$ | 188,672 |
| Carl W. Vogt | $24,335,849$ | 244,047 |

(c) Amendments to the Directors' Stock Compensation Plan eliminating restrictions on the stock awards, permitting the Directors to take up to $100 \%$ of Board and Committee retainers in company common stock and inclusion of a stock option provision in the Plan were voted on and approved at the meeting by the following vote. For: 21,778,885, Against: 1,416,768, Abstention: 1,384, 242.
(d) Adoption of the 1996 Stock Option Plan was voted on and approved at the meeting by the following vote. For: 21,494,602, Against: 1,714,597, Abstention: 1,370,696.
(e) The appointment of Arthur Andersen LLP as independent public accountants of the company for 1997 was voted on and approved at the meeting by the following vote. For: 24,319,455, Against: 223,516, Abstention: 36,925.

Item 6. Exhibits and Reports on Form 8-K
(a) Exhibits
(27) - Financial Data Schedule (for SEC use only)
(b) Reports on Form 8-K

No reports on Form $8-\mathrm{K}$ were filed for the three months ended March 31, 1997.

## SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

YELLOW CORPORATION
Registrant
Date: May 12, 1997
Date: May 12, 1997
/s/ A. Maurice Myers
A. Maurice Myers

Chairman of the Board of Directors, President \& Chief Executive Officer
/s/ H. A. Trucksess, III
---------------------------------
H. A. Trucksess, III

Senior Vice President - Finance/ Chief Financial Officer \& Treasurer
3-MOS
DEC-31-1997
JAN-01-1997
MAR-31-1997
39,161
282,641
${ }^{0} 0$
384, 280
1,949,299
1,165,183
1,192,474
393, 200
185,041
0
28, 863
373,241
$1,192,474$
0
785,144
769,972
0
0
3,903
11,518
5,017
6,501
$0^{0}$
0
6,501
. 23
. 23


[^0]:    The accompanying notes are an integral part of these statements.

