```
(Mark One)
```

| $[\mathrm{X}]$ | QUARTERLY REPORT PURSUANT TO SECTION 13 OR |
| :--- | :--- |
|  | $15(\mathrm{~d})$ OF THE SECURITIES EXCHANGE ACT OF 1934 |

For the quarterly period ended June 30, 1997
OR
[ ] $\begin{array}{ll}\text { TRANSITION REPORT PURSUANT TO SECTION } 13 \text { OR } \\ & 15(d) \text { OF THE SECURITIES EXCHANGE ACT OF } 1934\end{array}$
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)

48-0948788
-------------------
(I.R.S. Employer Identification No.)


| Yes | $X \quad$ No |  |
| :---: | :---: | :---: |
| -----1 |  |  |

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 July 31, 1997 |
| :---: | :---: |
| Common Stock, \$1 Par Value | $28,418,460$ shares |

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PART I
-----

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ITEM 1. FINANCIAL STATEMENTS

> CONSOLIDATED BALANCE SHEETS (Unaudited) Yellow Corporation and Subsidiaries June 30, 1997 and December 31,1996 (Amounts in thousands except share data)

| June 30 | December 31 |
| ---: | ---: |
| 1997 | 1996 |

ASSETS
CURRENT ASSETS:
Cash
Accounts receivable
Refundable income taxes
Prepaid expenses and other
Total current assets

| \$ 21,529 | \$ 24,800 |
| :---: | :---: |
| 341, 137 | 280,758 |
| - | 6,150 |
| 35,641 | 78,300 |
| 398, 307 | 390, 008 |

PROPERTY AND EQUIPMENT:
Cost
Less - Accumulated depreciation
Net property and equipment

OTHER ASSETS

LIABILITIES AND SHAREHOLDERS' EQUITY
CURRENT LIABILITIES:
Accounts payable and checks outstanding
Wages and employees' benefits
Other current liabilities
Current maturities of long-term debt
Total current liabilities
\$
108,189
149,942
141,728
2,825
-------
402,684

$$
\begin{array}{rr}
\$ & 151,538 \\
132,255 \\
136,251 \\
3,661 \\
--------- \\
423,705
\end{array}
$$

OTHER LIABILITIES:
Long-term debt
171, 077
192,492
22, 450
31, 555
178, 227
184,355
Claims, insurance and other
Total other liabilities
371,754
408,402

```
SHAREHOLDERS' EQUITY:
    Common stock, $1 par value
```

Common stock, \$1 par value
Capital surplus
Retained earnings
Treasury stock
Total shareholders' equity
28,868
6,837
398,087
$(17,620$
-------
416,172
---------10
$\$ 1,190,610$
$========$

23,351
25,109
\$1, 190, 610
\$1,227, 807
1,947,212 1,965,798
1,178,260 1,153,108
768,952 812,690
---------
==========

STATEMENTS OF CONSOLIDATED OPERATIONS (Unaudited)
Yellow Corporation and Subsidiaries
For the Three and Six Months Ended June 30, 1997 and 1996
(Amounts in thousands except per share data)

|  | Three Months |  |  | Six Months |
| :---: | :---: | :---: | :---: | :---: |
|  | 1997 | 1996 | 1997 | 1996 |
| OPERATING REVENUE | \$844, 437 | \$759, 285 | \$1, 629,581 | \$1,500,963 |
| OPERATING EXPENSES: |  |  |  |  |
| Salaries, wages and benefits | 543,827 | 506, 291 | 1, 058, 875 | 1, 006, 571 |
| Operating expenses and supplies | 123, 730 | 119, 293 | 244,681 | 237,573 |
| Operating taxes and licenses | 28,416 | 28, 083 | 57,616 | 57,700 |
| Claims and insurance | 18,655 | 16,945 | 35,982 | 34,296 |
| Communications and utilities | 10,372 | 10,961 | 21,591 | 22, 286 |
| Depreciation | 29,125 | 32,635 | 59,338 | 66,137 |
| Purchased transportation | 63,237 | 36,663 | 109, 251 | 76,137 |
| Total operating expenses | 817, 362 | 750,871 | 1,587,334 | 1,500,700 |
| INCOME FROM OPERATIONS | 27,075 | 8,414 | 42,247 | 263 |
| NONOPERATING (INCOME) EXPENSES: |  |  |  |  |
| Interest expense | 3,150 | 5,203 | 7,053 | 12,055 |
| Other, net | (968) | $(1,219)$ | $(1,217)$ | (396) |
| Nonoperating expenses, net | 2,182 | 3,984 | 5,836 | 11,659 |
| INCOME (LOSS) BEFORE INCOME TAXES | 24,893 | 4,430 | 36,411 | $(11,396)$ |
| INCOME TAX PROVISION | 10,918 | 2,411 | 15,935 | 836 |
| NET INCOME (LOSS) | \$ 13,975 | \$ 2,019 | \$ 20,476 | \$ (12, 232) |
| AVERAGE COMMON SHARES OUTSTANDING | 28,115 | 28,106 | 28,113 | 28,106 |
| EARNINGS (LOSS) PER SHARE | \$ . 50 | \$ . 07 | \$ . 73 | \$ (.44) |

The accompanying notes are an integral part of these statements.

```
STATEMENTS OF CONSOLIDATED CASH FLOWS (Unaudited)
    Yellow Corporation and Subsidiaries
For the Six Months Ended June 30, 1997 and 1996
                                    (Amounts in thousands)
```

|  | 1997 | 1996 |
| :---: | :---: | :---: |
| OPERATING ACTIVITIES: |  |  |
| Net cash from operating activities | \$ 33,565 | \$ 87,976 |
| INVESTING ACTIVITIES: |  |  |
| Acquisition of property and equipment | $(26,565)$ | $(32,053)$ |
| Proceeds from disposal of property and equipment | 11, 884 | 3,930 |
| Purchases of short-term investments | - | $(1,684)$ |
| Proceeds from maturities of short-term investments | - | 7,098 |
| Net cash used in investing activities | $(14,681)$ | $(22,709)$ |
| FINANCING ACTIVITIES: |  |  |
| Unsecured bank credit lines, net | - | 1,000 |
| Commercial paper, net | $(11,832)$ | $(62,426)$ |
| Repayment of long-term debt | $(10,420)$ | $(12,777)$ |
| Other, net | 97 |  |
| Net cash used in financing activities | $(22,155)$ | $(74,203)$ |
| NET DECREASE IN CASH | $(3,271)$ | $(8,936)$ |
| CASH, BEGINNING OF PERIOD | 24,800 | 25,861 |
| CASH, END OF PERIOD | \$ 21,529 | \$ 16,925 |
| SUPPLEMENTAL CASH FLOW INFORMATION: |  |  |
| Income taxes (received) paid, net | \$ 13, 377 | \$ ( 42,063 ) |
| Interest paid | \$ 6,605 | \$ 11,982 |

[^0]NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
Yellow Corporation and Subsidiaries

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 percent of total revenue while Preston Trucking comprises approximately 14 percent and Saia comprises approximately 10 percent.
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 result in a basic earnings per share of $\$ .50$ and diluted earnings per share of $\$ .49$ for the quarter ended June 30, 1997. Under the new standard, basic and diluted earnings per share will equal previously reported earnings per share for the quarter ended March 31, 1997, and all 1996 quarters. The dilutive impact of outstanding options and other securities during those periods was not material.
4. 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):

|  | Quarter Ended June 30, 1997 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | inning ance |  |  |  | $\begin{aligned} & \text { d or } \\ & \text { lized } \end{aligned}$ |  | $\begin{aligned} & \text { ing } \\ & \text { ance } \end{aligned}$ |
| Write down nonoperating real estate | \$ | 15.4 | \$ | - | \$ | 1.3 | \$ | 14.1 |
| Severance and organization design |  | 2.8 |  | - |  | 2.0 |  | 8 |
| Total charge before taxes | \$ | 18.2 | \$ | - | \$ | 3.3 | \$ | 14.9 |

Write down nonoperating
real estate
Write off computer software Early retirement program Company car program reduction
Severance and organization design

Total charge before taxes

Quarter Ended March 31, 1997

| Favorable | Paid or | Ending |
| :---: | :---: | :---: |
| Revisions | Utilized | Balance |


| \$ | 16.5 | \$ | - | \$ | 1.1 | \$ | 15.4 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 8.4 |  | - |  | 8.4 |  |  |
|  | 13.7 |  | - |  | 13.7 |  |  |
|  | 3.6 |  | . 4 |  | 3.2 |  | - |
|  | 3.9 |  | . 2 |  | . 9 |  | 2.8 |
| \$ | 46.1 | \$ | . 6 | \$ | 27.3 | \$ | 18.2 |

Marketing efforts continue on nonoperating real estate. During the second and first quarter of 1997, nonoperating property written down in the charge to $\$ 1.8$ million and $\$ 1.4$ million was sold for $\$ 1.8$ million and $\$ 1.4$ million, respectively, utilizing portions 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 during the first quarter of 1997 were reflected in operations.
5. 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 and $\$ 58$ million from additional 1997 programs designed to increase workforce productivity and create other efficiencies. The $\$ 58$ million is net of implementation costs and $\$ 5.6$ million in nonrecurring second quarter relocation expenses resulting from a change of operations in mid-April expected to enable the increase in Yellow Freight's utilization of lower-cost rail service. The 1997 programs are expected to also result in $\$ 90$ million in full year savings. The running rate of savings achieved with the 1996 and 1997 programs is expected to be $\$ 180$ million. The savings are being 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.

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

## FINANCIAL CONDITION

June 30, 1997 Compared to December 31, 1996
Working capital increased $\$ 29.3$ million during the first six months of 1997, resulting in a $\$ 4.4$ million deficit working capital position at June 30, 1997 compared to a $\$ 33.7$ million deficit position at December 31, 1996. The improvement in working capital was primarily the result of increased accounts receivable partially offset by growth in wages and employees' benefits and other liabilities. The accounts receivable increase of $\$ 60.4$ million is comprised of $\$ 45.5$ growth due to increased revenue levels and a $\$ 15.0$ million increase due to the reduction in accounts receivable subject to 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 six months of 1997 decreased $\$ 22.3$ million. Net capital expenditures for the first six months of 1997 were $\$ 14.7$ million. Subject to ongoing review, total net capital spending for 1997 are expected to total approximately $\$ 109.0$ million.

RESULTS OF OPERATIONS
Comparison of Three Months Ended June 30, 1997 and 1996

Operating revenue in the second quarter was $\$ 844.4$ million, an 11.2 percent improvement over second quarter 1996 revenue of $\$ 759.3$ million. Net income for the quarter was $\$ 14.0$ million, or $\$ .50$ per share, versus 1996 second quarter net income of $\$ 2.0$ million, or $\$ .07$ per share. Operating income for Yellow Corporation was $\$ 27.1$ million, up from $\$ 8.4$ million in the 1996 period. The second quarter results included a $\$ 5.6$ million pre-tax charge against earnings (\$.12 per share) for employee relocation and other expenses related to a major change of operations implemented in April at Yellow Freight System which will enable an increased use of rail in linehaul operations.

Improved margins are primarily the result of an array of revenue growth and expense reduction programs, which offset higher contractual labor costs and inflation. Revenue for the quarter was up 11.2 percent, due to improved pricing and stronger tonnage, while expenses increased by only 8.9 percent.

During the second quarter, Yellow Freight System reported operating income of $\$ 22.7$ million, compared with $\$ 8.9$ million in the 1996 second quarter. Yellow Freight's revenue for the 1997 second quarter was $\$ 640.9$ million, a 10.4 percent increase from $\$ 580.6$ million in the year-earlier period. Yellow Freight's operating ratio improved to 96.5 , from 98.5 in the 1996 second quarter. Excluding the non-recurring change of operations costs, Yellow Freight's current quarter operating ratio was 95.6.

Tonnage per day at Yellow Freight for the 1997 second quarter was better than planned, growing by 7.9 percent over the same quarter of 1996 . Revenue per ton increased 2.5 percent over the 1996 second quarter. Costs per ton, excluding the non-recurring change of operation costs, decreased . 5 percent versus the year-earlier period. Costs per ton fell even though on April 1, unionized wages and benefits increased 3.8 percent.

Current performance at Yellow Freight is benefiting from stabilized prices, an improved economy, and the impacts of cost reduction programs, which include benefits from the increased use of rail service. The increase in rail miles as a percentage of total linehaul miles is reducing salary, wages and benefits and other operating expenses as a percentage of revenue and increases purchased transportation as a percentage of revenue.

Preston Trucking Company reported second quarter revenue of $\$ 113.4$ million, up 7.7 percent from $\$ 105.3$ million in the 1996 second period. Operating income was $\$ 0.4$ million, a $\$ 2.3$ million improvement from a $\$ 1.9$ million operating loss in the 1996 second quarter. Preston had a 99.6 operating ratio for the 1997 second quarter, compared with 101.8 operating ratio in the 1996 quarter. Preston will continue to focus on tonnage growth and freight mix improvement while implementing a range of productivity and cost reduction initiatives.

Saia Motor Freight continued to see double digit revenue growth. Saia recorded revenue of $\$ 77.6$ million, up 18.5 percent from $\$ 65.5$ million in the 1996 second quarter. The increased revenue reflects a 15.4 percent increase in the number of shipments handled this year compared to 1996. Operating income was $\$ 4.8$ million, up from $\$ 3.6$ million in the 1996 period. Saia's operating ratio was 93.8, compared with 94.6 in the 1996 second quarter.

WestEx continued to perform as planned and posted revenue of $\$ 12.5$ million, up from $\$ 7.9$ million in the 1996 second quarter.

Interest expense fell between years as a result of reduced debt levels. The effective tax rate was $43.9 \%$ in the 1997 quarter and $54.4 \%$ in the 1996 quarter.

Comparison of Six Months Ended June 30, 1997 and 1996
For the first six months of 1997, Yellow Corporation recorded revenue of $\$ 1.6$ billion, up 8.6 percent from $\$ 1.5$ billion in the first half of 1996. Net income was $\$ 20.5$ million, or $\$ .73$ per share, compared with a net loss of $\$ 12.2$ million, or $\$ .44$ per share, in the first half of 1996. Operating income for the 1997 first half was $\$ 42.2$ million, compared with $\$ .3$ million in the 1996 first half. A non-recurring income tax charge and severe winter storms negatively impacted the company's first half 1996 performance causing the loss for the period. The non-recurring 1996 tax charge amounted to $\$ 6.7$ million, or $\$ .24$ per share and resulted from a cash dividend from Canadian operations of $\$ 23.0$ million which was used to pay down debt.

Yellow Freight recorded operating revenue of $\$ 1.2$ billion in the first half of 1997, a 7.2 percent increase over first half 1996. This increase reflects higher tonnage levels and an improvement in revenue per ton. Operating income for the first six months of 1997 was $\$ 38.2$ million compared to $\$ 6.6$ million in the same period last year. The operating income in 1996 suffered due to first quarter 1996 severe winter storms, a decrease in the system load average attributable to a transit time improvement program implemented in the third quarter of 1995 and flat pricing.

Current performance at Yellow Freight is benefiting from stabilized prices, an improved economy, and the impacts of cost reduction programs, which include benefits from the increased use of rail service. The increase in rail miles as a percentage of total linehaul miles is reducing salary, wages and benefits and other operating expenses as a percentage of revenue and increases purchased transportation as a percentage of revenue.

Operating revenue for Preston Trucking in the first six months of 1997 was $\$ 216.9$ million, up 6.5 percent compared to $\$ 203.7$ million in 1996 . This increase reflects higher tonnage levels and an improvement in revenue per ton. The operating loss in the first six months of 1997 was $\$ 2.5$ million compared to an operating loss of $\$ 7.1$ million in the same period last year. During the first quarter of 1996, Preston employees agreed to freeze wages through March of 1998, in lieu of the standard contract increases scheduled for April 1, 1996 and April 1, 1997. Preston's 1996 operating performance suffered extreme adverse impacts from the severe winter weather as its service area is concentrated in the Northeast and upper Midwest.

Saia recorded operating revenue of $\$ 150.0$ million in the first half of 1997 compared to $\$ 126.1$ million in the same period of 1996 , an increase of 18.9 percent. The increased revenue reflects an increase in the number of shipments handled this year compared to 1996. Operating income was $\$ 8.4$ million for the first six months of 1997 compared to $\$ 6.6$ million in the same period last year.

WestEx continued to perform as planned and posted revenue of $\$ 22.9$ million in the first half, up from \$14.4 million in 1996.

Interest expense fell between years as a result of reduced debt levels.
The effective income tax rate for the 1997 first half was 43.8 percent. The 1996 period included a non-recurring tax charge of $\$ 6.7$ million, or $\$ .24$ per share resulting from a cash dividend from Canadian operations of $\$ 23.0$ million which was used to pay down debt which offset the tax benefit of the loss.

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 Three and Six Months Ended June 30, 1997 and 1996
(Amounts in thousands)

|  | Second Quarter |  | \% | Six Months \% |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1997 | 1996 | Change | 1997 | 1996 | Change |
| Operating revenue | 640,909 | 580,628 | 10.4 | 1,239,736 | 1,156,705 | 7.2 |
| Operating income | 22,733 | 8,879 |  | 38,178 | 6,555 |  |
| Operating ratio | 96.5 | 98.5 |  | 96.9 | 99.4 |  |
| Operating ratio excluding change in operations | 95.6 | N/A |  | 96.5 | N/A |  |
| Total assets at June 30 |  |  |  | 889,690 | 934, 070 |  |



Preston Trucking Company, Inc.
Financial Information
For the Three and Six Months Ended June 30, 1997 and 1996
(Amounts in thousands)

|  | Second Quarter |  | \% | Six Months |  | \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1997 | 1996 | Change | 1997 | 1996 | Change |
| Operating revenue | 113,441 | 105, 292 | 7.7 | 216,929 | 203, 682 | 6.5 |
| Operating income (loss) | 399 | $(1,931)$ |  | $(2,492)$ | $(7,062)$ |  |
| Operating ratio | 99.6 | 101.8 |  | 101.1 | 103.5 |  |
| Total Assets at June 30 |  |  |  | 160,398 | 157,483 |  |



Saia Motor Freight Line, Inc.
Financial Information
For the Three and Six Months Ended June 30, 1997 and 1996
(Amounts in thousands)



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

On June 12, 1997, the company reported that operating results were continuing to trend upward. The company expected further progress from aggressive cost reductions and market focus initiatives in 1997 and beyond. Second quarter financial results were expected to exceed analyst consensus earnings expectations of $\$ .25$ per share. The anticipated improved results were primarily due to continuing cost reduction and productivity improvements, better than planned tonnage growth at the company's Yellow Freight subsidiary, and a stabilizing pricing environment. April and May revenue per day at Yellow Freight grew by more than 11 percent over the same months of 1996.

## 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.

Date: August 13, 1997

Date: August 13, 1997

YELLOW CORPORATION
Registrant

/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

```
    6-MOS
    DEC-31-1997
        JAN-01-1997
            JUN-30-1997
                21,529
            341,137
                                    0
            398,307
                    1,947,212
            1,178,260
            1,190,610
402,684
                                    171,077
                                    0
                    28,868
                    387,304
1,190,610
```

0
$1,629,581$
1,587,334
0
0
7,053
36,411
15,935
20,476
$0^{0}$
0
20,476
.73
.73


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

