SECURITIES AND EXCHANGE COMMISSION WASHINGTON, D.C. 20549

Form 10-Q Quarterly Report Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934

For Quarter Ended September 30, 1995 Commission File Number 0-10436

L. B. Foster Company

(Exact name of registrant as specified in its charter)

Delaware

25-1324733

(State of Incorporation) (I.R.S. Employer Identification No.)

15220 (Zip Code)

415 Holiday Drive, Pittsburgh, Pennsylvania (Address of principal executive offices)

(412) 928-3417 (Registrant's telephone number, including area code)

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 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 registrant's classes of common stock as of the latest practicable date.

Class

Outstanding at November 8, 1995

Class A Common Stock, Par Value \$.01

9,932,738 Shares

# L. B. FOSTER COMPANY AND SUBSIDIARIES INDEX

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# PART I. FINANCIAL INFORMATION

# ITEM 1. FINANCIAL STATEMENTS

# L. B. FOSTER COMPANY AND SUBSIDIARIES CONDENSED CONSOLIDATED BALANCE SHEETS (In Thousands)

	1995		1994						
ASSETS Current Assets: Cash and cash equivalents			\$1,745		5 23				46, 257 164
Inventories (Note 4) Current deferred tax assets Other current assets Total current assets			42,75 897 100,63	657	54,582	897	43,651 666 92,815		46,421
Property, Plant & Equipment-At Cost Less Accumulated Depreciation		58,51 (32,688		(31,751)	55,118	05.00	•		00 007
Property Held for Resale Deferred Tax Assets Other Assets	2,560		1,85	6 1,428 2,516		25,82	2,459 1,428		23,367
TOTAL ASSETS			\$13	2,303	\$	122,585			
LIABILITIES AND STOCKHOLDERS' EQUITY Current Liabilities: Current maturities of long-term debt Short-term borrowings (Note 5) Accounts payable Accrued payroll and employee benefits payable	\$1,322 2,444		9,730	\$798 22,367 2,524		13,920		19,775	
Other current liabilities Total current liabilities			2,496 38,359			3,279 40,296			
Long-Term Debt Other Long-Term Liabilities			1,745	29,949		1,593		22,377	
Stockholders' Equity: Class A Common stock Paid-in capital Retained earnings Treasury stock Total stockholders' equity		62,250		27,557	35,148 (557) 58,319		102 23,656	35,118	(557)
TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY			\$132,30	3	\$	122,585			

See Notes to Condensed Consolidated Financial Statements.

## L. B. FOSTER COMPANY AND SUBSIDIARIES CONDENSED CONSOLIDATED STATEMENTS OF INCOME (In Thousands, Except Per Share Amounts)

	Septemb 1995	er 30, 1994	Three Months Ended September 30, 1995 19	N 994	line Months	Ended
Net Sales	\$7	5,662 \$6	5,527 \$203,	682 \$171,2	242	
Costs and Expenses:    Cost of Goods Sold    Selling and Admin-         istrative Expenses    Interest Expense    Other Expense (Income)	67,379 5,790 807 (89)	57,867 5,272 562 (143) 73,88	181,227 16,752 2,143 (341) 63,558	151,690 15,456 1,450 (336) 199,781	168,260	
Income Before Income Taxes	1,775	1,969	3,901	2,982	,	
Income Taxes	0	43		0 1	.44	
Net Income	\$1,775	\$1,926	\$3,901	\$2,838		
Earnings Per Common Share (Note 6)	\$0.18 \$0.2	9 \$0	9.39 \$0	0.29		
Average Number of Common Shares Outstanding	9,930	9,923	9,925	9,923		
Cash Dividend per Common Share	-	-				

See Notes to Condensed Consolidated Financial Statements.

#### L. B. FOSTER COMPANY AND SUBSIDIARIES CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS (In Thousands)

Nine Months

Ended September 30, Cash Flows from Operating Activities:
 Net Income
Adjustments to Reconcile Net Income to Net Cash
Used by Operating Activities:
 Depreciation and amortization
 Gain on sale of property, plant and equipment
Change in Operating Assets and Liabilities:

Accounts receivable \$3,901 \$2,838 2.132 2,088 (230) (647) Accounts receivable Inventories (8, 161)(12,039)833 701 Other current asset
Other non-current assets
Accounts payable-trade 9 306 (163) 248 2,592 2,766 Accrued payroll and employee benefits Other current liabilities Other liabilities (80) 271 (783) (29) 152 Net Cash Used by Operating Activities 202 (4,090) Cash Flows from Investing Activities: Proceeds from sale of property, plant and 3,609 1.511 equipment Capital expenditures on property, plant and (1,793) (3,414)equipment Net Cash Used by Investing Activities 195 (282)Cash Flows from Financing Activities:
Proceeds from issuance of revolving credit
agreement borrowings 4,850 810 Exercise of stock options Repayments of long-term debt Net Cash Provided by Financing Activities 30 0 (566) (672) 168 4,284 Net Increase in Cash and Cash Equivalents (88) 565 Cash and Cash Equivalents at Beginning of Period 1,180 1,213 Cash and Cash Equivalents at End of Period \$1,745 \$1,125 Supplemental Disclosures of Cash Flow Information: Interest Paid \$2,082 \$1,352

1994

Interest Paid \$2,002 \$1,352

Income Taxes Paid \$171 \$47

During 1995 and 1994, the Company financed the purchase of certain capital expenditures totaling \$3,768,000 and \$103,000, respectively, through the issuance of capital leases.

See Notes to Condensed Consolidated Financial Statements.

# L. B. FOSTER COMPANY AND SUBSIDIARIES NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

#### 1. FINANCIAL STATEMENTS

The accompanying unaudited condensed consolidated financial statements have been prepared in accordance with generally accepted accounting principles for interim financial information and with the instructions to Form 10-Q and Article 10 of Regulation S-X. Accordingly, they do not include all of the information and footnotes required by generally accepted accounting principles for complete financial statements. In the opinion of management, all adjustments (consisting of normal recurring accruals) considered necessary for a fair presentation have been included. Operating results for the nine months ended September 30, 1995 are not necessarily indicative of the results that may be expected for the year ended December 31, 1995. For further information, refer to the consolidated financial statements and footnotes thereto included in the Company's annual report on Form 10-K for the year ended December 31, 1994.

#### 2. ACCOUNTING PRINCIPLES

In March 1995, the Financial Accounting Standards Board (FASB) issued Statement of Financial Accounting Standards (SFAS) No. 121, "Accounting for the Impairment of Long-Lived Assets and for Long-Lived Assets to be Disposed Of". In October 1995, the FASB issued SFAS No. 123, "Accounting for Stock-Based Compensation". These statements are effective for fiscal years beginning after December 15, 1995, although earlier application is permitted. Management has not yet determined the impact these statements will have on the Company's financial statements.

#### 3. ACCOUNTS RECEIVABLE

Credit is extended on an evaluation of the customer's financial condition and, generally, collateral is not required. Credit terms are consistent with industry standards and practices. Trade accounts receivable at September 30, 1995 and December 31, 1994 have been reduced by an allowance for doubtful accounts of \$1,764,000 and \$1,615,000, respectively. Bad debt expense was \$147,000 and \$114,000 for the nine month periods ended September 30, 1995 and 1994, respectively.

#### 4. INVENTORIES

Inventories of the Company at September 30, 1995 and December 31, 1994 are summarized as follows (in thousands):

		September 30 1995	9,	December 31 1994	,
Finished goods		\$28,192	44 747	\$28,495	
Work-in-process Raw materials		2,353	14,717	2,971	14,242
Total inventories at current costs: (Less): Current costs over LIF0	45,262		45,708		
stated values Reserve for decline in		(1,907)		(1,457)	
market value of inventories	(600)	(600)			
			\$42,75	55	\$43,651

Inventories of the Company are generally valued at the lower of last-in, first-out (LIFO) cost or market. Other inventories of the Company are valued at average cost or market, whichever is lower. An actual valuation of inventory under the LIFO method can be made only at the end of each year based on the inventory levels and costs at that time. Accordingly, interim LIFO calculations must necessarily be based on management's estimates of expected year-end levels and costs.

#### 5. SHORT-TERM BORROWINGS

In May 1995, the Company's revolving loan agreement was amended to increase the borrowing commitment by \$5,000,000 to \$45,000,000 until October 31, 1995.

Effective November 1, 1995, the Company entered into a \$45 million revolving credit agreement expiring July 1, 1999. The interest rate is, at the Company's option, based on the prime rate, the domestic certificate of deposit rate (CD rate) or the Euro-bank rate. The interest rates are adjusted quarterly based on the fixed coverage ratio defined in the agreement. The ranges are prime plus 0.175% to prime plus 0.625%, the CD rate plus 0.625% to the CD rate plus 1.5%, and the Euro-bank rate plus 0.625% to the Euro-bank rate plus 1.5%. Borrowings under the agreement are secured by accounts receivable and inventory.

The agreement includes financial covenants requiring a minimum net worth, a fixed charge coverage ratio, a leverage ratio and a current ratio. The agreement also places restrictions on dividends, investments, capital expenditures indebtedness and sales of certain assets.

#### 6. EARNINGS PER COMMON SHARE

Earnings per common share are computed by dividing net income by the average number of Class A common shares and common stock equivalents outstanding. Common stock equivalents are the net additional number of shares which would be issuable upon the exercise of the outstanding common stock options, assuming that the Company used the proceeds to purchase additional shares at market value. Common stock equivalents had no material effect on the computation of earnings per share for the periods ending September 30, 1995 and 1994.

#### 7. COMMITMENTS AND CONTINGENT LIABILITIES

The Company is subject to laws and regulations relating to the protection of the environment. While it is not possible to quantify with certainty the potential impact of actions regarding environmental matters, particularly any future remediation and other compliance efforts, in the opinion of management, compliance with the present environmental protection laws will not have a material adverse effect on the financial position, competitive position, or capital expenditures of the Company.

In August 1994, Livermore Amador Valley Wastewater Management Agency ("LAVWMA") filed suit against the Company for damages allegedly associated with the cost of repairing or replacing certain pipe that the Company had sold in 1978-79. In September 1995, the Company's motion for summary judgment was granted and LAVWMA's claims were dismissed with prejudice. LAVWMA did not appeal this decision and the case has therefore been resolved.

The Company is subject to legal proceedings and claims which arise in the ordinary course of its business. In the opinion of management, the amount of ultimate liability with respect to these actions will not materially affect the financial position of the Company.

At September 30, 1995, the Company had outstanding letters of credit of approximately  $\$2,200,000\,.$ 

Results of Operations

Three Months Ended

\$30,927

Nine Months Ended September 30, 1995

\$ 82,320

September 30, 1995

15,456

\$ 63,629

(Dollars in thousands)

Net Sales:

Rail products Construction products
Tubular products
Total Net Sales Gross Profit

,381 \$ 8 69,574 51,788 59,843 47,770 24,815 24,877 17,331 \$75,662 \$65,527 \$203,682 \$171,242

\$23,381

Rail products \$ 3,956 \$ 3,569 \$ 10,330 \$ 9,368 Construction products
Tubular products
Total Gross Profit 2.719 3,288 7,557 7,165 803 4, 22,455 4,568 1,608 7,660 8,283 19,552

Expenses:

Selling and administrative expenses Interest expense Other (income) expense Total Expenses

5,790 5,272 16,752 2,143 (341) 1,450 (336) 562 (143) 5,691 807 (89) 6,508 18,554 16,570

Income Before Income Taxes 1,969 1,775 3,901 144 43 0 Income Tax Expense 0 Net Income \$ 1,775 \$ 1,926 \$ 3,901 \$ 2,838

Third Ouarter 1995 Results of Operations

The net income for the 1995 third quarter was \$1.8 million or \$0.18 per share. This compares to a 1994 third quarter net income of \$1.9 million or \$0.20 per share.

Net sales for the 1995 third quarter were \$75.7 million or 15% higher than the comparable period in 1994. Rail products' net sales of \$30.9 million increased 32% from the comparable period last year, principally as a result of higher billings of new rail and transit products. Construction products' net sales of \$24.9 million in the 1995 third quarter were equal to net sales in the 1994 third quarter. Tubular products' net sales of \$19.9 million were 15% higher than the comparable period last year due to higher shipments of warehouse and coated pipe. Changes in net sales are primarily the result of changes in volume rather than changes in prices.

The gross margin percentage for the Company in the 1995 third quarter was 11% versus 12% in the 1994 third quarter. Rail products' gross margin was 13% in the current quarter versus 15% in the comparable period last year because of shipments for lower margin running rail supply contracts. Construction products' gross margin was 11% in the 1995 third quarter versus 13% in the 1994 third quarter principally because of a change in the mix of products sold and reduced margins in the pile driving equipment business. The gross margin percentage for the

Company's tubular products segment increased to 8% from 5% in last year's third quarter primarily due to increased pipe coating volume.

Selling and administrative expenses increased \$0.5 million to \$5.8 million in the 1995 third quarter due primarily to a \$0.4 million reduction in the accrual for employee vacations in the 1994 third quarter. Interest expense increased from the third quarter of 1994 primarily as a result of higher borrowings to finance working capital as well as higher interest rates. Other income/expense in the 1994 third quarter included a gain of \$0.3 million from the sale of the Company's Houston, Texas sales office and equipment depot and a charge of \$0.2 million for the closing of its Phoenix, Arizona sales office and yard. The effective income tax rate is less than the statutory rate in both 1995 and 1994 as a result of changes in met deferred tax assets in accordance with Statement of Financial Accounting Standards (SFAS) No. 109 "Accounting for Income Taxes".

First Nine Months of 1995 Results of Operations

The net income for the first nine months of 1995 was \$3.9 million or 0.39 per share. This compares to a 1994 first nine months net income of 2.8 million or 0.29 per share.

Net sales in 1995 were \$203.7 million or 19% higher than in the first nine months of 1994. Rail products' net sales of \$82.3 million increased 29% from the comparable period last year as a result of higher billings in most rail units. Construction products' net sales of \$69.6 million increased 16% in the first nine months of 1995 due to substantially higher volume for piling products. Tubular products' net sales were \$51.8 million or 8% higher than in 1994 due to an increase in the sales of coated pipe products which more than offset declines in the sales of threaded and Fosterweld pipe products. Changes in net sales are primarily the result of changes in volume rather than changes in prices.

The gross margin percentage for the Company was 11% in the first nine months of both 1995 and 1994. Rail products' gross margin percentage was 13% in 1995 versus 15% in the year earlier nine months period due primarily to lower margins on running rail supply contracts. Construction products' gross margin was 11% in the first nine months of 1995 compared to 12% in the 1994 period due to lower margins on fabricated products and pile driving equipment. The gross margin percentage for the Company's tubular products segment increased to 9% from 6% in 1994 due to increased pipe coating volume.

Selling and administrative expenses increased 8% in the first nine months of 1995 to \$16.8 million due to higher employee benefit costs and performance related accruals. Interest expense increased primarily as a result of both higher borrowings to finance working capital as well as higher interest rates. The effective income tax rate is less than the statutory rate in both 1995 and 1994 as a result of changes in net deferred tax assets.

Liquidity and Capital Resources

The Company's ability to generate internal cash flow ("liquidity") results from the sale of inventory and the collection of accounts receivable. During the first nine months of 1995, the average turnover rates for accounts receivable and inventories were relatively unchanged from the prior year. Working capital at September 30, 1995 was \$62 million compared to \$53 million at December 31, 1994.

During the first nine months of 1995, the Company had capital expenditures of \$3.4 million principally related to trackwork production equipment and the Newport coated pipe facility which were financed through capital leases. Capital expenditures for the fourth quarter of 1995 are expected to be less than \$0.7 million. Capital expenditures are anticipated to be funded by cash flows from operations.

Total revolving credit agreement borrowings at September 30, 1995 were \$34.7 million compared to \$33.9 million at the end of 1994. Outstanding letters of credit at September 30, 1995 were \$2.2 million. At September 30, 1995, the Company was in compliance with all of the revolving credit agreement's covenants and had approximately \$8.1 million in available unused borrowing commitment. Management believes its internal and external sources of funds are adequate to meet anticipated needs.

In November 1995, the Company executed a restated and amended revolving credit agreement. The amended agreement increased the borrowing commitment available to \$45 million, slightly reduced interest rates and extended the term of the agreement to July 1, 1999. Borrowings under the agreement are secured by accounts receivable and inventory.

#### Other Matters

In August 1994, Livermore Amador Valley Wastewater Management Agency ("LAVWMA") filed suit against the Company for damages allegedly associated with the cost of repairing or replacing certain pipe that the Company had sold in 1978-79. In September 1995, the Company's motion for summary judgment was granted and LAVWMA's claims were dismissed with prejudice. LAVWMA did not appeal this decision and the case has therefore been resolved.

In March 1995, the Financial Accounting Standards Board (FASB) issued SFAS No. 121, "Accounting for the Impairment of Long-Lived Assets and for Long-Lived Assets to be Disposed Of". In October 1995, the FASB issued SFAS No. 123, "Accounting for Stock-Based Compensation". These statements are effective for fiscal years beginning after December 15, 1995, although earlier application is permitted. Management has not yet determined the impact these statements will have on the Company's financial statements.

#### Outlook

The Company's future operating results may be affected by a number of factors. The Company is dependent upon a number of major suppliers. If a supplier had operational problems or ceased making material available to the Company, operations could be adversely affected. The Company's operations are in part dependent on governmental funding of infrastructure projects. Significant changes in the level of government funding of these projects could have a favorable or unfavorable impact on the operating results of the Company. Additionally, governmental actions concerning taxation, tariffs, the environment or other matters could impact the operating results of the Company. The Company's operations results may also be affected by the weather.

The Company has made a decision to divest its Fosterweld operations and discussions with potential buyers are currently ongoing. The outcome of these discussions, however, is uncertain at this time. Additionally, the Company has decided to significantly reduce investment in its warehouse pipe products and concentrate its resources on the sales and marketing of coated line pipe. Neither of these actions is expected to have a material impact on the Company's financial condition.

Management continues to evaluate the overall performance of certain operations. A decision to terminate an existing operation could have a material effect on near term earnings but would not be expected to have a material adverse effect on the financial condition of the Company.

Although backlog is not necessarily indicative of future operating results, total Company backlog at September 30, 1995, was approximately \$91 million or 13% higher than at the end of the previous year and 11% higher than at September 30, 1994. The following table provides the backlog by business segment.

September 30, December 31, 1995 1994 1994 (Dollars in thousands)

\$47,582

Backlog

Rail Products \$50,957 \$41,319
Construction Products 27,392 27,232 18,574
Tubular Products 12,789 13,251 14,776
Total Backlog \$91,138 \$81,802 \$80,932

#### Item 1. LEGAL PROCEEDINGS

See Note 7, "Commitments and Contingent Liabilities", to the Condensed Consolidated Financial Statements.

### Item 6. EXHIBITS AND REPORTS ON FORM 8-K

2)	 EV	υт	οт	TS

- 3.1 Restated Certificate of Incorporation, as amended to date, filed as Exhibit 3.1 to Form 10-Q for the quarter ended March 31, 1987.
- 3.2 Bylaws of the Registrant, as amended to date, filed as
  Exhibit 3.2 to Form 10-K for the year ended December 31,
  1993.
- 4.1 Loan Agreement by and among the Registrant and Mellon Bank,
  N.A., Continental Bank, N.A. and Philadelphia National
  Bank dated as of February 15, 1990, filed as Exhibit 4.1
  to Form 10-K for the year ended December 31, 1989.
- 4.1.1 First Amendment to Loan Agreement dated as of November 27, 1990 and filed as Exhibit 4.1.1 to Form 10-K for the year ended December 31, 1990.
- 4.1.2 Second Amendment to Loan Agreement dated as of May 22, 1991 and filed as Exhibit 4.1.2 to Form 10-Q for the quarter ended June 30, 1991.
- 4.1.3 Assignment and Assumption Agreement by and among the
  Registrant, Continental Bank, N.A. and NBD Bank, N.A. dated
  as of May 22, 1991 and files as Exhibit 4.1.3 to Form
  10-Q for the quarter ended June 30, 1991.
- 4.1.4 Third Amendment to Loan Agreement dated as of December 31, 1991, filed as exhibit 4.1.4 to Form 10-K for the year ended December 31, 1991.
- 4.1.5 Security Agreement by and among the Registrant and Mellon Bank, N.A., NBD Bank, N.A. and Philadelphia National Bank dated as of January 29, 1992, filed as exhibit 4.1.5 to Form 10-K for the year ended December 31, 1991.
- 4.1.6 Fourth Amendment to Loan Agreement dated as of May 11, 1992, filed as Exhibit 4.1.6 to Form 10-Q for the quarter ended June 30. 1992.
- 4.1.7 Security Agreement by and among Allegheny Rail Products,
  Inc. and Mellon Bank, N. A., NBD Bank, N. A., and Core
  States Bank, N. A. dated as of May 11, 1992, filed as
  Exhibit 4.1.7 to Form 10-Q for the quarter ended June 30,
- 4.1.8 Fifth Amendment to Loan Agreement dated as of September 25, 1992, filed as Exhibit 4.1.8 to Form 10-Q for the quarter ended September 30, 1992.

4.1.9	Sixth Amendment to Loan Agreement dated as of April 30, 1993, filed as Exhibit 4.1.9 to Form 10-Q for the quarter ended March 31, 1993.
4.1.10	Seventh Amendment to Loan Agreement dated as of December 31, 1993, filed as Exhibit 4.1.10 to Form 10-K for the year ended December 31, 1993.
4.1.11	Eighth Amendment to Loan Agreement dated as of February 22, 1995, filed as Exhibit 4.1.11 to Form 10-K for the year ended December 31, 1994.
4.1.12	Ninth Amendment to Loan Agreement dated as of May 3, 1995, filed as Exhibit 4.1.12 to Form 10-Q for the quarter ended March 31, 1995.
10.15	Lease between the Registrant and Amax, Inc. for manufacturing facility at Parkersburg, West Virginia, dated as of October 19, 1978, filed as Exhibit 10.15 to Registration Statement No. 2-72051.
10.16	Lease between Registrant and Greentree Building Associates for Headquarters office, dated as of June 9, 1986, as amended to date, filed as Exhibit 10.16 to Form 10-K for the year ended December 31, 1988.
10.16.1	Amendment dated June 19, 1990 to lease between Registrant and Greentree Building Associates, filed as Exhibit 10.16.1 to Form 10-Q for the quarter ended June 30, 1990.
10.19	Lease between the Registrant and American Cast Iron Pipe Company for Pipe Coating Facility in Birmingham, Alabama dated December 11, 1991 and filed as Exhibit 10.19 to Form 10-K for the year ended December 31, 1991.
10.33.2	Amended and Restated 1985 Long-Term Incentive Plan, as amended and restated March 2, 1994 and filed as Exhibit 10.33.2 to Form 10-K for the year ended December 31, 1993.
10.44	Amended Agreement between the Registrant and James W. Wilcock dated as of February 19, 1991 and filed as Exhibit 10.44 to Form 10-K for the year ended December 31, 1990. **
10.45	Medical Reimbursement Plan filed as Exhibit 10.45 to Form 10-K for the year ended December 31, 1992. **
10.46	Leased Vehicle Plan as amended to date. Filed as Exhibit 10.46 to Form 10-K for the year ended December 31, 1993. **
10.49	Lease agreement between Newport Steel Corporation and L. B. Foster Company dated as of October 12, 1994 and filed as Exhibit 10.49 to Form 10-Q for the quarter ended September 30, 1994.
10.50	L. B. Foster Company 1995 Incentive Compensation Plan. Filed as Exhibit 10.50 to Form 10-K for the year ended December 31, 1995. **

- 10.51 Supplemental Executive Retirement Plan. Filed as Exhibit 10.51 to Form 10-K for the year ended December 31, 1994. \*\*
- 19 Exhibits marked with an asterisk are filed herewith.
- \*\* Identified management contract or compensatory plan or arrangement required to be filed as an exhibit.
  - b) REPORTS ON FORM 8-K

No reports on Form 8-K were filed by the Registrant during the three month period ended September 30, 1995.

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.

L. B. FOSTER COMPANY (Registrant)

Date: November 9, 1995

By Roger F. Nejes

/Roger F. Nejes/ Sr. Vice President-Finance and Administration & Chief Financial Officer (Principal Financial Officer and Duly Authorized Officer of Registrant) 5 1,000