

## Industry Stock Guide

| Market | Yield Pct. | P-E Ratio | 52 Weeks |        | Close  | Close  |
|--------|------------|-----------|----------|--------|--------|--------|
|        |            |           | High     | Low    | Jan. 9 | Dec. 5 |
| ASE    | .3         | 13        | 24 5/8   | 5 3/4  | 19 5/8 | 18 7/8 |
| NYSE   | 5.7        | 12        | 26 1/2   | 16 1/8 | 21     | 21 7/8 |
| NYSE   |            |           | 11 3/8   | 6 3/4  | 9      | 9 3/4  |
| NYSE   |            |           | 10 3/4   | 4 3/8  | 4 5/8  | 5      |
| NYSE   | 2.0        | 8         | 77       | 33     | 61 5/8 | 65 1/2 |
| NYSE   | 5.4        | 7         | 29 5/8   | 18     | 25 3/4 | 26 3/8 |
| NYSE   | 2.1        | 11        | 60 3/8   | 31 1/8 | 57 1/8 | 54 1/2 |
| NYSE   |            |           | 11 1/2   | 6      | 7 1/8  | 8      |
| NYSE   | 6.6        | 12        | 18 3/4   | 12     | 15 1/4 | 14 1/2 |
| NYSE   |            | 20        | 48 3/4   | 37 1/8 | 42 1/4 | 41 1/2 |
| NASD   | .6         | 17        | 43 1/4   | 28 1/4 | 37 3/4 | 42     |
| NYSE   |            | 24        | 39 7/8   | 24 1/2 | 26 1/2 | 27 1/2 |
| NYSE   | 3.0        | 169       | 31 1/4   | 20 3/8 | 27     | 25 5/8 |
| ASE    |            |           | 7 1/8    | 3 3/8  | 5 3/8  | 6 3/8  |
| NYSE   |            |           | 6 1/8    | 3 3/4  | 4 3/8  | 4 7/8  |
| NASD   | 4.8        | 14        | 23       | 10 1/2 | 16 3/4 | 20 3/4 |
| NYSE   | 1.6        | 5         | 19 1/4   | 10 5/8 | 14 7/8 | 16 1/2 |
| NYSE   | 3.9        | 14        | 37 1/2   | 21     | 36 5/8 | 35 5/8 |
| NYSE   | 3.0        |           | 9        | 5 1/4  | 6 5/8  | 6 1/2  |
| NYSE   | 3.6        | 8         | 28 3/4   | 17 7/8 | 22 1/4 | 21 3/4 |
| NYSE   | 7.0        | 5         | 20 1/8   | 14 5/8 | 18 1/4 | 17 7/8 |
| NYSE   |            |           | 22 3/8   | 9 5/8  | 21     | 19 7/8 |
| NYSE   |            |           | 25 3/8   | 13 1/2 | 18 3/4 | 19 1/8 |
| NYSE   | .7         | 4         | 19 1/4   | 6 1/2  | 17 1/2 | 17 3/4 |
| ASE    |            |           | 7 1/4    | 2      | 5 1/8  | 6 1/8  |

## OFC Group Keeps Eye On Forwarders' Rates

BY REINHARD CLEVER

A company specifically set up to scrutinize freight forwarders? Is it a new offspring of the IRS or a subsidiary of one of the Big 8 Auditing Firms?

No, the company is Ocean Freight Consultants, and it's not taxes or profit and loss statements that are scrutinized, but air way bills.

The name is a misnomer, as Henry S. Wegner, president, is quick to point out. "Almost since the inception of our company 20 years ago, the business has been split evenly between ocean and air," Wegner said.

That is the reason the Austrian-born Wegner likes to refer to his international conglomerate of affiliated companies as "OFC Group," enabling him to make no direct reference to "ocean."

### Audits Bills

The bread-and-butter business for the transportation consulting

firm is the auditing of freight bills for large shippers to make sure the agent has assessed the lowest available rate. Once a mistake is found, OFC sends out a claims form and pays itself a commission on the claims collected.

This seems to happen often enough because OFC has grown impressively, according to Wegner.

OFC is not growing with the mistakes of the forwarders, Wegner insists, but "because of ever more sophisticated consulting services needed by our clientele."

That is why World Trade Computer Exchange was added. Located in the company's headquarters in the World Trade Center, the World Trade Computer Exchange enables its clients (mostly shippers) to receive a profile of all their transportation moves. Additionally, the computer can provide a custom-made tariff program, as well as other specialized programs.

The computer programs, of course, lend themselves to what airlines say they are interested in: total cost analysis. So the OFC Group started offering total cost analysis for the carriers' clients as a special service to the airlines.

### Cool Response

But Henry Wegner remains a little bitter about this experience. He said brains were picked and a lot of information went out of the house, but no money came the other way.

OFC has been more successful in its business with freight forwarders than it has in offering the airlines total cost analysis services. At Kennedy Airport, the consulting firm helped to set up two forwarding agents.

This service involves setting up procedures and providing in-house educational workshops. OFC's consulting services also include, Wegner adds, complete loss and damage claims management.

# Orientation Tour



**OSA**  
Osaka



**TPE**  
Taipei



**SEL**  
Seoul



**BKK**  
Bangkok



**SIN**  
Singapore



**MNL**  
Manila