

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 THE QUARTER ENDED SEPTEMBER 30, 1999  
COMMISSION FILE NO. 2-80070

CASS COMMERCIAL CORPORATION

INCORPORATED UNDER THE LAWS OF MISSOURI  
I.R.S. EMPLOYER IDENTIFICATION NO. 43-1265338

13001 HOLLENBERG DRIVE, BRIDGETON, MISSOURI 63044

TELEPHONE: (314) 506-5500

Indicate by check mark whether the registrant 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, and has been subject to such filing requirements for the past 90 days.

Yes    X        No  
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The number of shares outstanding of registrant's only class of stock as of September 30, 1999: Common stock, par value \$.50 per share - 3,762,851 shares outstanding.

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This document constitutes part of a prospectus covering securities that have been registered under the Securities Act of 1933.  
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## PART I, ITEM 1

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 CASS COMMERCIAL CORPORATION AND SUBSIDIARIES  
 CONSOLIDATED BALANCE SHEETS (UNAUDITED)

	(DOLLARS IN THOUSANDS EXCEPT PER SHARE DATA)	
	----- SEPTEMBER 30 1999 -----	DECEMBER 31 1998 -----
ASSETS		
-----		
Cash and due from banks	\$ 19,715	\$ 22,558
Federal funds sold and other short-term investments	77,848	156,827
	-----	-----
Cash and cash equivalents	97,563	179,385
	-----	-----
Investment in debt and equity securities:		
Held-to-maturity, fair value of \$33,666 and \$57,191 at September 30, 1999 and December 31, 1998, respectively	33,769	56,605
Available-for-sale, at fair value	45,662	27,369
	-----	-----
Total investment in debt and equity securities	79,431	83,974
	-----	-----
Loans	282,748	224,888
Less: Allowance for loan losses	4,277	4,428
	-----	-----
Loans, net	278,471	220,460
	-----	-----
Premises and equipment, net	9,242	9,249
Accrued interest receivable	2,840	2,764
Other assets	6,463	8,080
	-----	-----
Total assets	\$474,010	\$503,912
	=====	=====
LIABILITIES AND SHAREHOLDERS' EQUITY		
-----		
Liabilities:		
-----		
Deposits:		
Noninterest-bearing	\$ 77,431	\$ 82,911
Interest-bearing	111,518	108,071
	-----	-----
Total deposits	188,949	190,982
Accounts and drafts payable	223,984	250,518
Short-term borrowings	207	323
Other liabilities	4,338	4,685
	-----	-----
Total liabilities	417,478	446,508
	-----	-----
Shareholders' Equity:		
-----		
Preferred stock, par value \$.50 per share; 2,000,000 shares authorized and no shares issued	--	--
Common stock, par value \$.50 per share; 20,000,000 shares authorized and 4,000,000 shares issued	2,000	2,000
Surplus	4,918	4,796
Retained earnings	53,988	51,505
Accumulated other comprehensive income (loss)	(194)	387
Common shares in treasury, at cost (237,149 shares at September 30, 1999 and 132,123 shares at December 31, 1998)	(4,011)	(1,213)
Unamortized stock bonus awards	(169)	(71)
	-----	-----
Total shareholders' equity	56,532	57,404
	-----	-----
Total liabilities and shareholders' equity	\$474,010	\$503,912
	=====	=====

See accompanying notes to consolidated financial statements.

CASS COMMERCIAL CORPORATION AND SUBSIDIARIES  
CONSOLIDATED STATEMENTS OF INCOME (UNAUDITED)

(DOLLARS IN THOUSANDS  
EXCEPT PER SHARE DATA)

	THREE MONTHS ENDED SEPTEMBER 30		NINE MONTHS ENDED SEPTEMBER 30	
	1999	1998	1999	1998
<b>INTEREST INCOME:</b>				
Interest and fees on loans	\$5,468	\$4,525	\$14,740	\$13,260
Interest and dividends on debt and equity securities:				
Taxable	1,206	1,563	3,546	5,114
Exempt from federal income taxes	16	16	48	53
Interest on federal funds sold and other short-term investments	1,222	1,367	4,256	3,932
Total interest income	7,912	7,471	22,590	22,359
<b>INTEREST EXPENSE:</b>				
Interest on deposits	1,173	1,043	3,288	3,168
Interest on short-term borrowings	2	2	6	8
Total interest expense	1,175	1,045	3,294	3,176
Net interest income	6,736	6,426	19,296	19,183
Provision for loan losses	--	--	--	--
Net interest income after provision for loan losses	6,736	6,426	19,296	19,183
<b>NONINTEREST INCOME:</b>				
Freight and utility payment and processing revenue	4,949	5,040	15,205	15,835
Service charges on deposit accounts	171	173	504	487
Other	199	191	431	496
Total noninterest income	5,319	5,404	16,140	16,818
<b>NONINTEREST EXPENSE:</b>				
Salaries and employee benefits	6,479	6,062	19,102	18,923
Occupancy expense	428	431	1,286	1,284
Equipment expense	663	627	1,970	1,916
Other	1,898	1,767	5,812	5,289
Total noninterest expense	9,468	8,887	28,170	27,412
Income before income tax expense	2,588	2,943	7,266	8,589
Income tax expense	940	1,052	2,612	3,055
Net income	\$1,648	\$1,891	\$ 4,654	\$ 5,534
Earnings per share:				
Basic	\$ .44	\$ .49	\$ 1.22	\$ 1.43
Diluted	\$ .43	\$ .48	\$ 1.20	\$ 1.41

See accompanying notes to consolidated financial statements.

CASS COMMERCIAL CORPORATION AND SUBSIDIARIES  
CONSOLIDATED STATEMENTS OF CASH FLOWS (UNAUDITED)

(DOLLARS IN THOUSANDS)  
NINE MONTHS ENDED  
SEPTEMBER 30,

	1999	1998
<b>CASH FLOWS FROM OPERATING ACTIVITIES:</b>		
Net income	\$ 4,654	\$ 5,534
Adjustments to reconcile net income to net cash provided by operating activities:		
Depreciation and amortization	1,752	1,728
Amortization of stock bonus awards	50	46
(Increase) decrease in accrued interest receivable	(76)	304
Other operating activities, net	1,541	479
Net cash provided by operating activities	7,921	8,091
<b>CASH FLOWS FROM INVESTING ACTIVITIES:</b>		
Proceeds from maturities of debt and equity securities:		
Held-to-maturity	22,892	25,891
Available-for-sale	1,498	1,999
Purchase of debt and equity securities available-for-sale	(20,986)	--
Net increase in loans	(58,011)	(18,654)
Purchases of premises and equipment, net	(1,411)	(724)
Net cash provided (used) in investing activities	(56,018)	8,512
<b>CASH FLOWS FROM FINANCING ACTIVITIES:</b>		
Net increase (decrease) in noninterest-bearing demand, interest-bearing demand and savings deposits	(1,848)	20,724
Net decrease in time deposits	(185)	(320)
Net decrease in accounts and drafts payable	(26,534)	(18,844)
Net decrease in short-term borrowings	(116)	(195)
Cash proceeds from exercise of stock options	81	52
Cash dividends paid	(2,171)	(2,086)
Purchase of common shares for treasury	(2,952)	--
Net cash used in financing activities	(33,725)	(669)
Net increase (decrease) in cash and cash equivalents	(81,822)	15,934
Cash and cash equivalents at beginning of period	179,385	99,124
Cash and cash equivalents at end of period	\$ 97,563	\$115,058
Supplemental information:		
Cash paid for interest	\$ 3,290	\$ 3,178
Cash paid for income taxes	\$ 2,501	\$ 2,775

See accompanying notes to consolidated financial statements.

CASS COMMERCIAL CORPORATION AND SUBSIDIARIES  
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED)  
SEPTEMBER 30, 1999

Note 1 - Basis of Presentation

Cass Commercial Corporation (the Company) provides a full range of banking services to individual, corporate and institutional customers, with a primary focus on privately held companies and church and church-related ministries, through its wholly owned subsidiary bank, Cass Commercial Bank (the Bank). The Bank is subject to competition from other financial and nonfinancial institutions throughout the metropolitan St. Louis, Missouri area. Additionally, the Company and the Bank are subject to the regulations of certain federal and state agencies and undergo periodic examinations by those regulatory agencies.

The Company also provides payment processing and information services through its wholly owned subsidiary, Cass Information Systems, Inc. (CIS). These services include processing and payment of freight and utility charges, preparation of management reports, auditing of freight charges, rating of freight shipments and other payment related activities. CIS is subject to competition from other commercial concerns providing similar services to companies throughout the United States and Canada. The consolidated balance sheet caption, "Accounts and Drafts Payable", consists of obligations related to payment services which are performed for customers.

The accompanying unaudited 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 Rule 10-01 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 period ended September 30, 1999 are not necessarily indicative of the results that may be expected for the year ending December 31, 1999. 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, 1998.

Note 2 - Impact Of New Accounting Pronouncements

In June 1998, the Financial Accounting Standards Board (FASB) issued Statement of Financial Accounting Standards No. 133, Accounting for Derivative Instruments and Hedging Activities (SFAS 133) which establishes standards for derivative instruments, including certain derivative instruments embedded in other contracts, and for hedging activities. It requires an entity to recognize all derivatives as either assets or liabilities in the statement of financial position and measure those instruments at fair value. In June 1999, the FASB issued Statement of Financial Accounting Standards No. 137, Accounting for Derivative Instruments and Hedging Activities - Deferral of the Effective Date of FASB No. 133, an amendment of FASB Statement No. 133, which defers the effective date of SFAS from fiscal years beginning after June 15, 1999 to fiscal years beginning after June 15, 2000. Earlier application of SFAS 133, as amended, is encouraged but should not be applied retroactively to financial statements of prior periods. The Company is currently evaluating the requirements and impact of SFAS 133, as amended.

## Note 3 - Comprehensive Income

For the three- and nine-month periods ended September 30, 1999 and 1998, unrealized gain (loss) on debt and equity securities available-for-sale is the Company's only other comprehensive income component. Comprehensive income for the periods ended September 1999 and 1998 is summarized as follows:

	(In Thousands) Three Months Ended September 30		(In Thousands) Nine Months Ended September 30	
	1999	1998	1999	1998
Net Income	\$1,648	\$1,891	\$4,654	\$5,534
Other comprehensive income:				
Net unrealized gain (loss) on debt and equity securities available-for-sale, net of tax	(111)	298	(581)	298
	\$1,537	\$2,189	\$4,073	\$5,832

## Note 4 - Earnings Per Share

Average common shares outstanding for the three-month periods ended September 30, 1999 and 1998 were 3,753,951 and 3,862,811, respectively. Average common shares outstanding for the nine-month periods ended September 30, 1999 and 1998 were 3,805,610 and 3,861,903, respectively. The only dilutive instruments are stock options and unvested stock awards with an aggregate dilutive effect of 59,000 and 65,032 shares for the three-month periods ended September 30, 1999 and 1998, respectively and 58,104 and 69,524 shares for the nine-month periods ended September 30, 1999 and 1998, respectively.

## Note 5 - Industry Segment Information

The services provided by the Company are classified into two industry segments: Banking Services and Information Services which are more fully discussed in Note 1. Total net revenue is comprised of total interest income and total noninterest income, less provision for loan losses. There have been no material changes in assets, changes in the basis of segmentation or changes in the basis of measurement of segment profits from the amounts disclosed in the Company's Annual Report on Form 10-K for the year ended December 31, 1998.

Summarized information about the Company's operations in each industry segment for the periods ended September 30, 1999 and 1998, is as follows:

	(In Thousands) Three Months Ended September 30		(In Thousands) Nine Months Ended September 30	
	1999	1998	1999	1998
Total Net Revenue:				
Banking Services	\$ 4,378	\$ 3,977	\$12,292	\$12,005
Information Services	8,947	9,005	26,673	27,547
Eliminations	(94)	(107)	(235)	(375)
Total	\$13,231	\$12,875	\$38,730	\$39,177
Income (Loss) Before Income Tax:				
Banking Services	\$ 1,431	\$ 1,247	\$ 3,751	\$ 3,779
Information Services	1,182	1,718	3,613	4,915
Corporate Items	(25)	(22)	(98)	(105)
Total	\$ 2,588	\$ 2,943	\$ 7,266	\$ 8,589
Income Tax Expense (Benefit):				
Banking Services	\$ 544	\$ 443	\$ 1,398	\$ 1,334
Information Services	404	616	1,247	1,757
Corporate Items	(8)	(7)	(33)	(36)
Total	\$ 940	\$ 1,052	\$ 2,612	\$ 3,055
Net Income (Loss):				
Banking Services	\$ 887	\$ 804	\$ 2,353	\$ 2,445
Information Services	778	1,102	2,366	3,158
Corporate Items	(17)	(15)	(65)	(69)

Total

-----  
\$ 1,648  
=====

-----  
\$ 1,891  
=====

-----  
\$ 4,654  
=====

-----  
\$ 5,534  
=====

## Note 6 - Reclassifications

Certain amounts in the 1998 consolidated financial statements have been reclassified to conform with the 1999 presentation. Such reclassifications have no effect on previously reported net income.

ITEM 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND  
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 RESULTS OF OPERATIONS  
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Cass Commercial Corporation (the Company) operates in two primary business segments through two wholly owned subsidiaries, Cass Commercial Bank (the Bank), a commercial bank, and Cass Information Systems, Inc. (CIS), a payment processing company. The Bank provides specialized banking services to privately held businesses and church and church-related entities located primarily in the St. Louis, Missouri metropolitan area. CIS is a payment processing and information services company, whose operations include the processing and payment of freight and utility charges, preparation of transportation management reports, auditing of freight charges, rating of freight shipments and other payment related activities for customers located throughout the United States.

The following paragraphs more fully discuss the results of operations and changes in financial condition for the three-month period ended September 30, 1999 (the Third Quarter of 1999) compared to the three-month period ended September 30, 1998 (the Third Quarter of 1998) and the nine-month period ended September 30, 1999 (the First Nine Months of 1999) compared to the nine-month period ended September 30, 1998 (the First Nine Months of 1998). Most information is provided on a consolidated basis for the Company, the Bank and CIS, with expanded disclosures for the specific effects CIS's operations have on particular account captions.

The following discussion and analysis should be read in conjunction with the consolidated financial statements and related notes and with the statistical information and financial data appearing in this report as well as the Company's 1998 Annual Report on Form 10-K. Results of operations for the three and nine month periods ended September 30, 1999 are not necessarily indicative of results to be attained for any other period.

## RESULTS OF OPERATIONS

The Company had net income of \$1,648,000 for the Third Quarter of 1999, a \$243,000 or 12.9% decrease compared to net income of \$1,891,000 for the Third Quarter of 1998. The Company had net income of \$4,654,000 for the First Nine Months of 1999, a \$880,000 or 15.9% decrease compared to net income of \$5,534,000 for the First Nine Months of 1998. Diluted earnings per share was \$.43 for the Third Quarter of 1999, a 10.4% decrease compared to \$.48 for the Third Quarter of 1998. Diluted earnings per share was \$1.20 for the First Nine Months of 1999, a 14.9% decrease compared to \$1.41 for the First Nine Months of 1998.

## Net Interest Income

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The Company's tax-equivalent net interest income increased 5.2% or \$336,000 from \$6,453,000 in the Third Quarter of 1998 to \$6,789,000 in the Third Quarter of 1999. The tax-equivalent net interest margin decreased from 6.07% in the Third Quarter of 1998 to 5.90% in the Third Quarter of 1999. The average tax-equivalent yield on earning assets decreased from 7.06% in the Third Quarter of 1998 to 6.92% in the Third Quarter of 1999. The average rate paid on interest-bearing liabilities decreased from 4.11% in the Third Quarter of 1998 to 3.85% in the Third Quarter of 1999.

The average balance of loans increased \$59,761,000 from \$218,057,000 to \$277,818,000, investment in debt and equity securities decreased \$21,963,000 from \$103,481,000 to \$81,518,000, and federal funds sold and other short-term investments decreased \$2,890,000 from \$99,995,000 to \$97,105,000 from the Third Quarter of 1998 to the Third Quarter of 1999. The average balance of noninterest bearing demand deposit accounts increased \$9,639,000 from \$72,568,000 to \$82,207,000, accounts and drafts payable increased \$6,556,000 from \$222,173,000 to \$228,729,000, and interest bearing liabilities increased \$20,249,000 from \$100,774,000 to \$121,023,000 from the Third Quarter of 1998 to the Third Quarter of 1999.



The decrease experienced during the Third Quarter in net interest margin was caused primarily by decreases in the general level of interest rates, specifically, the federal fund, short term government, and prime rates. The Company is adversely affected by decreases in the level of interest rates due to the fact that its rate sensitive assets significantly exceed its rate sensitive liabilities. Conversely, the Company is positively affected by increases in the level of interest rates. This is primarily due to the noninterest-bearing liabilities generated by CIS in the form of accounts and drafts payable. The impact from this decrease in rates on net interest income was offset by increases in interest-earning assets and a shift in the composition of earning assets from investments and federal funds sold and other short-term investments to higher yielding loans.

The increases experienced during the Third Quarter in noninterest bearing demand deposits and interest bearing deposits were attributable to the addition of new business at the Bank. The increase in accounts and drafts payable was attributable mainly to an increase in the dollar value of items processed at CIS. These increases, along with decreases in investments and federal funds sold and other short term investments were used to fund the increased investment in loans. Please refer to Table I on Page 8.

The Company's tax-equivalent net interest income increased .93% or \$179,000 from \$19,268,000 in the First Nine Months of 1998 to \$19,447,000 in the First Nine Months of 1999. The tax-equivalent net interest margin decreased from 6.09% in the First Nine Months of 1998 to 5.79% in the First Nine Months of 1999. The average tax-equivalent yield on earning assets decreased from 7.09% in the First Nine Months of 1998 to 6.77% in the First Nine Months of 1999. The average rate paid on interest-bearing liabilities decreased from 4.13% in the First Nine Months of 1998 to 3.84% in the First Nine Months of 1999.

The average balance of loans increased \$38,286,000 from \$212,833,000 to \$251,119,000, investment in debt and equity securities decreased \$33,646,000 from \$113,490,000 to \$79,844,000, and federal funds sold and other short-term investments increased \$21,307,000 from \$96,896,000 to \$118,203,000 from the First Nine Months of 1998 to the First Nine Months of 1999. The average balance of noninterest bearing demand deposit accounts increased \$6,279,000 from \$69,673,000 to \$75,952,000, accounts and drafts payable increased \$5,763,000 from \$226,397,000 to \$232,160,000, and interest bearing liabilities increased \$11,868,000 from \$102,930,000 to \$114,798,000 from the First Nine Months of 1998 to the First Nine Months of 1999.

The decrease experienced during the First Nine Months of 1999 in net interest margin was caused primarily by decreases in the general level of interest rates, specifically, the federal fund, short term government, and prime rates. The Company is adversely affected by decreases in the level of interest rates due to the fact that its rate sensitive assets significantly exceed its rate sensitive liabilities. Conversely, the Company is positively affected by increases in the level of interest rates. This is primarily due to the noninterest-bearing liabilities generated by CIS in the form of accounts and drafts payable. The impact from this decrease in rates on net interest income was offset by increases in interest-earning assets and a shift in the composition of earning assets from investments to higher yielding loans.

The increases experienced during the First Nine Months of 1999 in noninterest bearing demand deposits and interest bearing deposits were attributable to the addition of new business at the Bank. The increase in accounts and drafts payable was attributable mainly to an increase in the dollar value of items processed at CIS. These increases were used to fund the increased investment in loans and federal funds and other short-term investments. In addition, the decrease in investment in debt and equity securities was used to fund the increase in federal funds and other short term investments and was caused by management's desire to increase liquidity to meet expected future loan demand. Please refer to Table 2 on Page 10.

TABLE 1: CONSOLIDATED AVERAGE BALANCE SHEETS AND NET INTEREST  
INCOME ANALYSIS  
FOR THE THREE MONTHS ENDED SEPTEMBER 30, 1999 AND 1998  
(TAX-EQUIVALENT BASIS, DOLLARS IN THOUSANDS)

	AVERAGE BALANCE		AVERAGE YIELD/RATE		INTEREST INCOME/EXPENSE		NET CHANGE	INCREASE (DECREASE) DUE TO CHANGE IN	
	1999	1998	1999	1998	1999	1998		VOLUME	RATE
<b>ASSETS</b>									
-----									
Interest-earning assets:									
Loans	\$277,818	\$218,057	7.87%	8.27%	\$5,513	\$4,543	\$ 970	\$1,195	\$(225)
Investment in debt and equity securities	81,518	103,481	5.98	6.09	1,229	1,588	(359)	(332)	(27)
Federal funds sold and other short-term investments	97,105	99,995	4.99	5.42	1,222	1,367	(145)	(39)	(106)
Total interest-earning assets	456,441	421,533	6.92	7.06	7,964	7,498	466	824	(358)
-----									
Nonearning assets:									
Cash and due from banks	23,311	20,753							
Premises and equipment, net	9,390	9,324							
Other assets	8,769	9,465							
Allowance for loan losses	(4,382)	(4,491)							
Total assets	493,529	456,584							
=====									
<b>LIABILITIES AND SHAREHOLDERS' EQUITY</b>									
-----									
Interest-bearing liabilities:									
Interest-bearing demand deposits	43,679	32,293	3.42	3.54	376	288	88	98	(10)
Savings deposits	67,613	59,714	4.04	4.27	688	643	45	82	(37)
Time deposits of \$100,000 or more	3,631	3,997	5.14	5.56	47	56	(9)	(5)	(4)
Other time deposits	5,783	4,507	4.25	4.93	62	56	6	14	(8)
Total interest-bearing deposits	120,706	100,511	3.86	4.12	1,173	1,043	130	189	(59)
Short-term borrowings	317	263	2.50	3.02	2	2	--	--	--
Total interest-bearing liabilities	121,023	100,774	3.85	4.11	1,175	1,045	130	189	(59)
-----									
Noninterest-bearing liabilities:									
Demand deposits	82,207	72,568							
Accounts and drafts payable	228,729	222,173							
Other liabilities	5,022	5,152							
Total liabilities	436,981	400,667							
Shareholders' equity	56,548	55,917							
Total liabilities and shareholders' equity	\$493,529	\$456,584							
=====									
Net interest income					\$6,789	\$6,453	\$ 336	\$ 635	\$(299)
					=====	=====	=====	=====	=====
Net interest margin			5.90%	6.07%					
			=====	=====					
Interest spread			3.07%	2.95%					
			=====	=====					

## AVERAGE BALANCES, INTEREST AND RATES, Continued

## NOTES:

- (1) For purposes of these computations, nonaccrual loans are included in the average loan amounts outstanding.
- (2) Interest income on loans includes net fees of \$1,000 and \$2,000 for the Third Quarter of 1999 and 1998, respectively.
- (3) Income is presented on a tax-equivalent basis assuming a tax rate of 34%. The tax-equivalent adjustment was approximately \$53,000 and \$27,000 for the Third Quarter of 1999 and 1998, respectively.

TABLE 2: CONSOLIDATED AVERAGE BALANCE SHEETS AND NET INTEREST  
INCOME ANALYSIS  
FOR THE NINE MONTHS ENDED SEPTEMBER 30, 1999 AND 1998  
(TAX-EQUIVALENT BASIS, DOLLARS IN THOUSANDS)

	AVERAGE BALANCE		AVERAGE YIELD/RATE		INTEREST INCOME/EXPENSE		INCREASE (DECREASE) DUE TO CHANGE IN		
	1999	1998	1999	1998	1999	1998	NET CHANGE	VOLUME	RATE
<b>ASSETS</b>									
Interest-earning assets:									
Loans	\$251,119	\$212,833	7.92%	8.37%	\$14,867	\$13,318	\$ 1,549	\$ 2,296	\$ (747)
Investment in debt and equity securities	79,844	113,490	6.06	6.12	3,618	5,194	(1,576)	(1,525)	(51)
Federal funds sold and other short-term investments	118,203	96,896	4.81	5.43	4,256	3,932	324	800	(476)
Total interest-earning assets	449,166	423,219	6.77	7.09	22,741	22,444	297	1,571	(1,274)
Nonearning assets:									
Cash and due from banks	22,304	19,588							
Premises and equipment	9,261	9,576							
Other assets	9,278	11,188							
Allowance for loan losses	(4,426)	(4,512)							
Total assets	485,583	459,059							
<b>LIABILITIES AND SHAREHOLDERS' EQUITY</b>									
Interest-bearing liabilities:									
Interest-bearing demand deposits	41,032	33,478	3.36	3.55	1,031	888	143	192	(49)
Savings deposits	65,031	60,448	4.02	4.28	1,955	1,933	22	142	(120)
Time deposits of \$100,000 or more	3,617	3,982	5.21	5.71	141	170	(29)	(15)	(14)
Other time deposits	4,827	4,733	4.46	5.00	161	177	(16)	3	(19)
Total interest-bearing deposits	114,507	102,641	3.84	4.13	3,288	3,168	120	322	(202)
Short-term borrowings	291	289	2.76	3.70	6	8	(2)	--	(2)
Total interest-bearing liabilities	114,798	102,930	3.84	4.13	3,294	3,176	118	322	(204)
Noninterest-bearing liabilities:									
Demand deposits	75,952	69,673							
Accounts and drafts payable	232,160	226,397							
Other liabilities	5,426	5,631							
Total liabilities	428,336	404,631							
Shareholders' equity	57,247	54,428							
Total liabilities and shareholders' equity	\$485,583	\$459,059							
Net interest income					\$19,447	\$19,268	\$ 179	\$ 1,249	\$(1,070)
Net yield on interest-earning assets			5.79%	6.09%					
Interest spread			2.93%	2.96%					

## NOTES:

- (1) For purposes of these computations, nonaccrual loans are included in the average loan amounts outstanding.
- (2) Interest income on loans includes net fees of \$88,000 and \$15,000 for the First Nine Months of 1999 and 1998, respectively.
- (3) Income is presented on a tax-equivalent basis assuming a tax rate of 34%. The tax-equivalent adjustment was approximately \$151,000 and \$85,000 for the First Nine Months of 1999 and 1998, respectively.

## Provision for Loan Losses

A significant determinant of the Company's operating results is the provision for loan losses and the level of loans charged off. There was no provision made for loan losses during the Third Quarter of 1999 or 1998 and no provision made during the First Nine Months of 1999 or 1998. Net loans charged off for the Third Quarter of 1999 were \$194,000 compared to \$96,000 for the Third Quarter of 1998. Net loans charged off for the First Nine Months of 1999 were \$151,000 compared to \$11,000 for the First Nine Months of 1998.

The ratio of allowance for loan losses as of September 30 to average loans outstanding during the Third Quarter was 1.54% in 1999 compared to 2.05% in 1998. The ratio of nonperforming loans as of September 30 to average loans during the Third Quarter was .12% in 1999 compared to .38% in 1998.

At September 30, 1999, impaired loans totalled \$351,000 which includes \$173,000 of nonaccrual loans. The allowance for loan losses on impaired loans was \$183,000 at September 30, 1999. The average balance of impaired loans during the First Nine Months of 1999 and the First Nine Months of 1998 was \$563,000 and \$1,061,000, respectively.

The allowance for loan losses at September 30, 1999 was \$4,277,000 and at December 31, 1998 was \$4,428,000. The allowance for loan losses at September 30, 1999 represented 1.51% of total loans outstanding compared to 1.97% at December 31, 1998.

Factors which influence management's determination of the adequacy of the allowance for loan losses, among other things, include: evaluation of each nonperforming and/or classified loan to determine the estimated loss exposure under existing circumstances known to management; evaluation of all potential problem loans identified in light of possible loss exposure based upon existing circumstances known to management; analysis of the loan portfolio with regard to potential future loss exposure on loans to specific customers and/or industries; current economic conditions; and, an overall review of the loan portfolio in light of past loan loss experience. In management's judgment, the allowance for loan losses is considered adequate to absorb potential losses in the loan portfolio.

The following table presents information as of and for the three- and six-month periods ended September 30, 1999 and 1998 pertaining to the Company's provision for loan losses and analysis of the allowance for loan losses.

	Three Months Ended September 30		Nine Months Ended September 30	
	1999	1998	1999	1998
	(Dollars in Thousands)			
Allowance at beginning of period	\$ 4,471	\$ 4,569	\$ 4,428	\$ 4,484
Loans charged off	(198)	(105)	(256)	(105)
Recoveries on loans previously charged off	4	9	105	94
Net loans charged off	(194)	(96)	(151)	(11)
Allowance at end of period	\$ 4,277	\$ 4,473	\$ 4,277	\$ 4,473
Loans outstanding:				
Average	\$277,818	\$218,057	\$251,119	\$212,833
September 30	282,748	215,121	282,748	215,121
Ratio of allowance for loan losses to loans outstanding:				
Average	1.54%	2.05%	1.70%	2.10%
September 30	1.51%	2.08%	1.51%	2.08%
Nonperforming loans:				
Nonaccrual loans	\$ 173	\$ 547	\$ 173	\$ 547
Loans past due 90 days or more	163	274	163	274
Total	\$ 336	\$ 821	\$ 336	\$ 821
Nonperforming loans as a percent of average loans	.12%	.38%	.13%	.39%

## Noninterest Income

Noninterest income is principally derived from service fees generated by CIS. Total noninterest income for the Third Quarter of 1999 was \$5,319,000, a \$85,000 or 1.6% decrease compared to the Third Quarter of 1998. Total noninterest income for the First Nine Months of 1999 was \$16,140,000, a \$678,000 or 4.0% decrease compared to the First Nine Months of 1998.

CIS experienced a decrease in payment and processing revenues of \$91,000 or 1.8% in the Third Quarter of 1999 compared to the Third Quarter of 1998 and a decrease of \$630,000 or 4.0% in the First Nine Months of 1999 compared to the First Nine Months of 1998. These decreases were due primarily to a decrease in the number of freight invoices processed. Some of these decreases were offset by an increase in the number of utility invoices processed.

## Noninterest Expense

Total noninterest expense for the Third Quarter of 1999 was \$9,468,000, a \$581,000 or 6.5% increase compared to the Third Quarter of 1998. Total noninterest expense for the First Nine Months of 1999 was \$28,170,000, a \$758,000 or 2.8% increase compared to the First Nine Months of 1998.

Salaries and benefits expense for the Third Quarter of 1999 was \$6,479,000, a \$417,000 or 6.9% increase compared to the Third Quarter of 1998. Salary and benefits expense for the First Nine Months of 1999 was \$19,102,000, a \$179,000 or 1.0% increase compared to the First Nine Months of 1998. The increase in expense for the Third Quarter relates primarily to annual pay increases, expenses related to an increased investment at CIS to support expanded utility operations and an increase in employee benefits expense, primarily related to an increase in health insurance and the Company's two pension plans.

Equipment expense for the Third Quarter of 1999 was \$663,000, an increase of \$36,000 or 5.7% compared to the Third Quarter of 1998. Equipment expense for the First Nine Months of 1999 was \$1,970,000, a \$54,000 or 2.8% increase compared to the First Nine Months of 1998. These increases were due primarily to increased investments in information technology and increased rent expense.

Other noninterest expense for the Third Quarter of 1999 was \$1,898,000, an increase of \$131,000 or 7.4% compared to the Third Quarter of 1998. Other noninterest expense for the First Nine Months of 1999 was \$5,812,000, a \$523,000 or 9.9% increase compared to the First Nine Months of 1998. These increases were attributable to several items including correspondent bank service charges, consulting fees and other outside service fees.

## FINANCIAL CONDITION

Total assets at September 30, 1999 were \$474,010,000, a decrease of \$29,902,000 or 5.9% from December 31, 1998. Loans, net of the allowance for loan losses, at September 30, 1999 were \$278,471,000, an increase of \$58,011,000 or 26.3% from December 31, 1998. Total investments in debt and equity securities at September 30, 1999 were \$79,431,000, a \$4,543,000 or 5.4% decrease from December 31, 1998. Federal Funds sold and other short-term investments at September 30, 1999 were \$77,848,000, a \$78,979,000 or 50.4% decrease from December 31, 1998.

Total deposits at September 30, 1999 were \$188,949,000, a \$2,033,000 or 1.1% decrease from December 31, 1998. Accounts and drafts payable were \$223,984,000, a \$26,534,000 or 10.6% decrease from December 31, 1998. Total shareholders' equity at September 30, 1998 was \$56,532,000, a \$872,000 or 1.5% decrease from December 31, 1998.

The increase in loans is related to the successful expansion of the church and church-related ministries unit, along with increases in loans to privately held businesses from the Bank's ongoing marketing efforts. The decrease in federal funds sold and other short-term investments relates primarily to this increase in loans and a decrease in accounts and drafts payable. The ending balances of accounts and drafts payable will fluctuate from month to month due to the payment processing cycle, which results in lower balances on days when checks are issued. As noted above, the average balances of accounts and drafts payable have increased from the Third Quarter of 1998 to the Third Quarter of 1999 and the First Nine Months of 1999 to the First Nine Months of 1998. The decrease in total shareholders' equity resulted from the purchase of treasury shares for \$2,952,000 (120,000 shares); dividends paid of \$2,171,000 (\$.57 per share); decrease in other comprehensive income of \$581,000 offset by net income of \$4,654,000; cash received from the exercise of stock options of \$81,000, a tax benefit of \$47,000 on stock options exercised and the amortization of the stock bonus plan of \$50,000.

## LIQUIDITY AND CAPITAL RESOURCES

The liquidity of the Company is primarily represented federal funds sold and other short-term investments of \$77,848,000 and cash and due from banks of \$19,715,000 at September 30, 1999. Included in this total is \$45,000,000 invested in money market funds consisting of short-term U.S. Government and agency issues.

Investment in debt and equity securities represented approximately 17% of total assets at September 30, 1999. Of the U.S. Government securities in the Company's investment portfolio, which represented 51% of the total, 60% have maturities of less than one year. U.S. Government Agencies represented 26% of the total. Mortgage-backed securities represented approximately 21% of the total. Obligations of state and political subdivisions constituted 2% of the investment portfolio at September 30, 1999. There were no sales of debt securities in the First Nine Months of 1999. Of the total portfolio, approximately 87% of the securities have maturities of five years or less. These securities provide the Company with longer term liquidity than its primary sources.

The funds provided by the Bank consist of a sizable volume of core deposits. Historically, the Bank has been a net provider of federal funds. During the First Nine Months of 1999, the Bank was a net provider of federal funds, averaging over \$27,260,000 in net funds sold. Additionally, the Company averaged approximately \$90,942,000 in short-term money market funds during the First Nine Months of 1999. The Company was able to meet its liquidity requirements in the First Nine Months of 1999 through the growth of deposit accounts, accounts and drafts payable and the liquid nature of federal funds sold and other short-term investments.

The Company faces market risk to the extent that its net interest income and fair market value of equity are affected by changes in market interest rates. For information regarding the market risk of the Company's financial instruments, see Item 3. "QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK".

Risk-based capital guidelines for financial institutions were adopted by regulatory authorities effective January 1, 1991. These guidelines were designed to relate regulatory capital requirements to the risk profile of the specific institution and to provide for uniform requirements among the various regulators. Currently, the risk-based capital guidelines require the Company to meet a minimum total capital ratio of 8.0% of which at least 4.0% must consist of Tier 1 capital. Tier 1 capital generally consists of (a) common shareholders' equity (excluding the unrealized market value adjustments on the available-for-sale securities), (b) qualifying perpetual preferred stock and related surplus subject to certain limitations specified by the FDIC, (c) minority interests in the equity accounts of consolidated subsidiaries less (d) goodwill, (e) mortgage servicing rights within certain limits, and (f) any other intangible assets and investments in subsidiaries that the FDIC determines should be deducted from Tier 1 capital. The FDIC also requires a minimum leverage ratio of 3.0%, defined as the ratio of Tier 1 capital less purchased mortgage servicing rights to total assets, for banking organizations deemed the strongest and most highly rated by banking regulators. A higher minimum leverage ratio is required of less highly rated banking organizations. Total capital, a measure of capital adequacy, includes Tier 1 capital, allowance for possible loan losses, and debt considered equity for regulatory capital purposes.

The Company and the Bank continue to significantly exceed all regulatory capital requirements, as evidenced by the following capital amounts and ratios at September 30, 1999 and December 31, 1998:

September 30, 1999 -----	Amount -----	Ratio -----
Total capital (to risk-weighted assets)		
Cass Commercial Corporation	\$60,380,000	18.47%
Cass Commercial Bank	27,855,000	15.17
Tier I capital (to risk-weighted assets)		
Cass Commercial Corporation	\$56,291,000	17.22%
Cass Commercial Bank	25,558,000	13.92
Tier I capital (to average assets)		
Cass Commercial Corporation	\$56,291,000	11.61%
Cass Commercial Bank	25,558,000	11.43



December 31, 1998 -----	Amount -----	Ratio -----
Total capital (to risk-weighted assets)		
Cass Commercial Corporation	\$60,073,000	21.14%
Cass Commercial Bank	27,526,000	15.12
Tier I capital (to risk-weighted assets)		
Cass Commercial Corporation	\$56,510,000	19.89%
Cass Commercial Bank	25,246,000	13.86
Tier I capital (to average assets)		
Cass Commercial Corporation	\$56,510,000	12.05%
Cass Commercial Bank	25,246,000	12.04

#### FACTORS THAT MAY AFFECT FUTURE RESULTS

##### The Year 2000 Issue -----

The Year 2000 issue centers around the inability of some computer systems to properly read and interpret dates because many existing computers and computer programs have been developed to use two digits rather than four to refer to a year. The risk of system failure and data processing errors may be the result of this issue.

The Company's operations are heavily dependent on the use of computer systems. For this reason, the Company implemented a Year 2000 project in 1997. The project was segmented into five phases: Awareness, Assessment, Renovation, Testing and Implementation. The Company has focused its efforts on addressing those systems it deems to be critical to ongoing operations. The Company has completed all phases of the plan for its internal, mission critical systems during the first quarter of 1999.

The Company continues to assess the readiness of its major vendors, suppliers, customers and business partners. This process has been accomplished through such avenues as user acceptance testing, interface testing, risk analysis and periodic correspondence. Although our efforts have been diligent and assessment results have been positive, there can be no guarantee that the systems of these outside parties will be fully functional in the Year 2000. Such failures could have a material adverse effect on the Company.

The Company has developed business resumption contingency plans for the purpose of assuring that core business processes will continue to operate into the Year 2000. The plans will address failures such as payment system failures, data processing system failures, increased cash withdrawals, telecommunication failures, disruption in services provided by outside parties and customer failures. The contingency plans provide for reasonable alternatives to potential failures and the establishment of an implementation strategy, including timelines and responsibility assignments.

The Company estimates it will incur costs of approximately \$2.4 million to prepare for the century date change. This includes internal and external costs that will be expensed as well as capital expenditures that will be capitalized. Costs include, but are not limited to salary expenses, outside service fees (i.e., legal, audit, consulting), hardware and software expenditures, and equipment costs. As of September 30, 1999 direct and indirect expenditures have been approximately \$2.3 million. Funding for Year 2000 costs have been, and will continue to be, derived from normal operating cash flow and deployment of internal resources. Year 2000 expenses are not expected to have a material impact on the Company's net income.

The foregoing discussion of Year 2000 issues is based on management's most current assessment and estimates. The information utilizes multiple assumptions of future events, including, but not limited to, the continued availability of certain resources, third party efforts, and other factors. There can be no guarantee that the estimates included herein will be achieved, and actual costs and results could differ materially from the estimates currently anticipated by the Company.

## Inflation

Inflation can impact the financial position and results of the operations of financial institutions because financial institutions hold monetary assets and monetary liabilities. Monetary assets and liabilities are those which can be converted into a fixed number of dollars, and include cash, investments, loans and deposits. The Company's consolidated balance sheets, as is typical of financial institutions, reflect a net positive monetary position (monetary assets exceeding monetary liabilities). During periods of inflation, the holding of a net positive monetary position will result in an overall decline in the purchasing power of a financial institution.

## Cautionary Statement Pursuant to Safe Harbor Provisions of the Private

## Securities Litigation Reform Act of 1995

Statements in Management's Discussion and Analysis of Financial Condition and Results of Operations and the other sections of this Report that are not statements of historical fact are "forward-looking statements". Such statements are subject to important risks and uncertainties which could cause the Company's actual results to differ materially from those expressed in any such forward-looking statements made herein. The aforesaid uncertainties include, but are not limited to: burdens imposed by federal and state regulators, credit risk related to borrowers' ability to repay loans, concentration of loans in the St. Louis Metropolitan area which subjects the Company to risks associated with changes in the local economy, risks associated with fluctuations in interest rates, competition from other banks and other financial institutions, some of which are not as heavily regulated as the Company and, particularly in the case of CIS, risks associated with breakdowns in data processing systems and competition from other providers of similar services.

## ITEM 3. QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK

The Company faces market risk to the extent that its net interest income and its fair market value of equity are affected by changes in market interest rates. The asset/liability management discipline as applied at the Company seeks to limit the volatility, to the extent possible, of both net interest income and the fair market value of equity that can result from changes in market interest rates. This is accomplished by limiting the maturities of fixed rate investments, loans, and deposits; matching fixed rate assets and liabilities to the extent possible; and optimizing the mix of non-interest fee and net interest income. However, as discussed below, the Company's asset/liability position differs significantly from most other bank holding companies with positive "gaps" shown for each time horizon presented. This asset sensitive position is caused primarily by the operations of CIS, which generates large balances of accounts and drafts payable. These balances, which are noninterest bearing, contributes to the Company's high net interest margin but causes the Company to become susceptible to changes in interest rates, with a decreasing net interest margin and fair market value of equity in periods of declining interest rates and an increasing net interest margin and fair market value of equity in periods of rising interest rates.

The Company's Asset/Liability Management Committee (ALCO) measures the Company's interest rate risk sensitivity on a Quarterly basis to monitor and manage the variability of earnings and fair market value of equity in various interest rate environments. The ALCO evaluates the Company's risk position to determine whether the level of exposure is significant enough to hedge a potential decline in earnings and value or whether the Company can safely increase risk to enhance returns. The ALCO uses gap reports, twelve-month net interest income simulations, and fair market value of equity analyses as its main analytical tools to provide management with insight into the Company's exposure to changing interest rates.

A gap report is used by management to review any significant mismatch between the repricing points of the Company's rate sensitive assets and liabilities in certain time horizons. A negative gap indicates that more liabilities reprice in that particular time frame and, if rates rise, these liabilities will reprice faster than the assets. A positive gap would indicate the opposite. Management has set policy limits specifying acceptable levels of interest rate risk as measured by the gap report. Gap reports can be misleading in that they capture only the repricing timing within the balance sheet, and fail to capture other significant risks such as basis risk and embedded options risk. Basis risk involves the potential for the spread relationship between rates to change under different rate environments and embedded options risk relates to the potential for the alteration of the level and/or timing of cash flows given changes in rates.

Another measurement tool used by management is net interest income simulation, which forecasts net interest income during the coming twelve months under different interest rate scenarios in order to quantify potential changes in short term accounting income. Management has set policy limits specifying acceptable levels of interest rate risk given multiple simulated rate movements. These simulations are more informative than gap reports because they are able to capture more of the dynamics within the balance sheet, such as basis risk and embedded options risk. Simulation results illustrate that the Company's net interest income over the next twelve months is more vulnerable to declining rates than rising rates.

While net interest income simulations do a good job of capturing interest rate risk to short term earnings, they do not capture risk within the current balance sheet beyond twelve months. The Company uses fair market value of equity analyses to help identify longer-term risk that may reside on the current balance sheet. The fair market value of equity is represented by the present value of all future income streams generated by the current balance sheet. The Company measures the fair market value of equity as the net present value of all asset and liability cash flows discounted at forward rates suggested by the current Treasury curve plus appropriate credit spreads. This representation of the change in the fair market value of equity under different rate scenarios gives insight into the magnitude of risk to future earnings due to rate changes. Management has set policy limits relating to declines in the market value of equity. The results of these analyses indicate that the Company's fair market value of equity declines as rates decline and increases as rates increase.

## Interest Rate Sensitivity Gap Table

The following table presents the Company's gap or interest rate position at September 30, 1999 for the various time frames indicated.

VARIABLE RATE	THREE MONTHS OR LESS	OVER THREE THROUGH SIX MONTHS	OVER SIX THROUGH TWELVE MONTHS	OVER ONE THROUGH FIVE YEARS	OVER FIVE YEARS	TOTAL	
(Dollars in Thousands)							
Interest-earning assets:							
Loans	\$100,403	\$10,256	\$ 7,468	\$ 14,178	\$139,177	\$ 11,266	\$282,748
Investment in debt and equity securities	--	11,424	6,307	16,692	39,545	5,463	79,431
Federal funds sold and other short-term investments	77,848	--	--	--	--	--	77,848
Total interest-earning assets	<u>\$178,251</u>	<u>\$21,680</u>	<u>\$ 13,775</u>	<u>\$ 30,870</u>	<u>\$178,722</u>	<u>\$ 16,729</u>	<u>\$440,027</u>
Interest-bearing liabilities:							
Interest-bearing transaction accounts	\$103,901	\$ --	\$ --	\$ --	\$ --	\$ --	\$103,901
Time deposits-\$100,000 or more	--	1,541	705	1,053	128	--	3,427
Other time deposits	--	899	1,029	1,161	963	138	4,190
Short-term borrowings	207	--	--	--	--	--	207
Total interest-bearing liabilities	<u>\$104,108</u>	<u>\$ 2,440</u>	<u>\$ 1,734</u>	<u>\$ 2,214</u>	<u>\$ 1,091</u>	<u>\$ 138</u>	<u>\$111,725</u>
Interest sensitivity gap:							
Periodic	\$ 74,143	\$19,240	\$ 12,041	\$ 28,656	\$177,631	\$ 16,591	\$328,302
Cumulative	74,143	93,383	105,424	134,080	311,711	328,302	328,302
Ratio of interest-sensitive assets to interest-sensitive liabilities:							
Periodic	1.71x	8.89x	7.94x	13.94x	163.81x	121.22	3.94x
Cumulative	1.71x	1.88x	1.97x	2.21x	3.79x	3.94x	3.94x

Balances shown reflect earliest repricing date.

PART II

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Item 1. LEGAL PROCEEDINGS

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None

Item 2. CHANGES IN SECURITIES

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None

Item 3. DEFAULTS IN SENIOR SECURITIES

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None

Item 4. SUBMISSION OF MATTERS TO A VOTE OF SECURITY HOLDERS

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None

Item 5. OTHER INFORMATION

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None

Item 6. EXHIBITS AND REPORTS ON FORM 8-K

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(a) None

(b) Cass Commercial Corporation did not file any reports on Form 8-K during the three-months ended September 30, 1999.

## 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.

## CASS COMMERCIAL CORPORATION

DATE: November 5, 1999 By /s/ Lawrence A. Collett  
-----  
Lawrence A. Collett  
Chairman and  
Chief Executive Officer

DATE: November 5, 1999 By /s/ Eric H. Brunngraber  
-----  
Eric H. Brunngraber  
Vice President-Secretary  
(Chief Financial and  
Accounting Officer)

3-MOS  
DEC-31-1999  
JUL-01-1999  
SEP-30-1999  
19,715  
45,000  
32,848  
0  
45,662  
33,769  
33,666  
282,748  
4,277  
474,010  
188,949  
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2,000  
54,532  
474,010  
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1,222  
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173  
163  
85  
351  
4,471  
198  
4  
4,277  
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0

TO BE DOCUMENTED IN THE DEC-31-1999 STATEMENTS.

9-MOS  
DEC-31-1999  
JAN-01-1999  
SEP-30-1999  
19,715  
45,000  
32,848  
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45,662  
33,769  
33,666  
282,748  
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22,590  
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1.20  
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173  
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256  
105  
4,277  
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TO BE DOCUMENTED IN THE DEC-31-1999 STATEMENTS.