

CNF INC  
Form 3  
March 11, 2005

**FORM 3 UNITED STATES SECURITIES AND EXCHANGE COMMISSION**  
**Washington, D.C. 20549**

OMB APPROVAL

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**INITIAL STATEMENT OF BENEFICIAL OWNERSHIP OF SECURITIES**

Filed pursuant to Section 16(a) of the Securities Exchange Act of 1934,  
Section 17(a) of the Public Utility Holding Company Act of 1935 or Section  
30(h) of the Investment Company Act of 1940

(Print or Type Responses)

|   |         |                                      |  |  |
|---|---------|--------------------------------------|--|--|
| 1. Name and Address of Reporting Person * |         | 2. Date of Event Requiring Statement | 3. Issuer Name <b>and</b> Ticker or Trading Symbol                         |  |
| Â Schick Kevin Charles                    |         | (Month/Day/Year)                     | CNF INC [CNF]  |  |
| (Last)                                    | (First) | (Middle)                             | 03/10/2005   |  |
| 3240 HILLVIEW AVENUE                      |         |                                      | 4. Relationship of Reporting Person(s) to Issuer                           | 5. If Amendment, Date Original Filed(Month/Day/Year)                   |
| (Street)                                  |         |                                      | (Check all applicable)   |  |
| PALO ALTO,Â CAÂ 94304                     |         |                                      | <input type="checkbox"/> Director <input type="checkbox"/> 10% Owner       | 6. Individual or Joint/Group Filing(Check Applicable Line)             |
| (City)                                    | (State) | (Zip)                                | <input checked="" type="checkbox"/> Officer <input type="checkbox"/> Other | <input checked="" type="checkbox"/> Form filed by One Reporting Person |
|   |         |                                      | (give title below) (specify below)   | <input type="checkbox"/> Form filed by More than One Reporting Person  |
|   |         |                                      | VP-Controller & Treasurer - CTS  |  |

**Table I - Non-Derivative Securities Beneficially Owned**

| 1. Title of Security (Instr. 4) | 2. Amount of Securities Beneficially Owned (Instr. 4) | 3. Ownership Form: Direct (D) or Indirect (I) (Instr. 5) | 4. Nature of Indirect Beneficial Ownership (Instr. 5) |
|---------------------------------|---|--|---|
| Common Stock                    | 1,010.3888  | I  | by 401(k)   |

Reminder: Report on a separate line for each class of securities beneficially owned directly or indirectly. SEC 1473 (7-02)

**Persons who respond to the collection of information contained in this form are not required to respond unless the form displays a currently valid OMB control number.**

**Table II - Derivative Securities Beneficially Owned (e.g., puts, calls, warrants, options, convertible securities)**

| 1. Title of Derivative Security (Instr. 4) | 2. Date Exercisable and Expiration Date (Month/Day/Year) | 3. Title and Amount of Securities Underlying Derivative Security (Instr. 4) | 4. Conversion or Exercise Price of Derivative Security | 5. Ownership Form of Derivative Security: Direct (D) or Indirect | 6. Nature of Indirect Beneficial Ownership (Instr. 5) |
|--|--|---|--|--|---|
|  | Date Exercisable   | Title   | Amount or Number of                                    |  |   |

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|   |            |            |              | Shares   |            | (I)<br>(Instr. 5) |           |
|---|------------|------------|--------------|----------|------------|-------------------|-----------|
| Non-Qualified Stock Option (right to buy) | Â (1)      | 12/04/2011 | Common Stock | 8,400    | \$ 25.11   | D                 | Â         |
| Non-Qualified Stock Option (right to buy) | 08/01/2005 | 08/01/2010 | Common Stock | 7,000    | \$ 25.4375 | D                 | Â         |
| Non-Qualified Stock Option (right to buy) | Â (1)      | 12/06/2010 | Common Stock | 6,100    | \$ 27.0625 | D                 | Â         |
| Non-Qualified Stock Option (right to buy) | Â (1)      | 12/08/2009 | Common Stock | 6,000    | \$ 30.75   | D                 | Â         |
| Non-Qualified Stock Option (right to buy) | Â (1)      | 12/02/2012 | Common Stock | 7,000    | \$ 31.38   | D                 | Â         |
| Non-Qualified Stock Option (right to buy) | Â (2)      | 07/01/2007 | Common Stock | 4,000    | \$ 32.25   | D                 | Â         |
| Non-Qualified Stock Option (right to buy) | Â (1)      | 12/15/2013 | Common Stock | 5,600    | \$ 32.96   | D                 | Â         |
| Non-Qualified Stock Option (right to buy) | Â (2)      | 12/09/2008 | Common Stock | 5,500    | \$ 36.5625 | D                 | Â         |
| Non-Qualified Stock Option (right to buy) | Â (2)      | 06/30/2008 | Common Stock | 2,000    | \$ 43.0625 | D                 | Â         |
| Non-Qualified Stock Option (right to buy) | Â (3)      | 01/24/2015 | Common Stock | 4,000    | \$ 46.02   | D                 | Â         |
| Series B Preferred Stock                  | Â (4)      | Â (4)      | Common Stock | 234.4798 | \$ (4)     | I                 | by 401(k) |

## Reporting Owners

| Reporting Owner Name / Address                                      | Relationships |           |                                  |       |
|---|---------------|-----------|----------------------------------|-------|
|   | Director      | 10% Owner | Officer                          | Other |
| Schick Kevin Charles<br>3240 HILLVIEW AVENUE<br>PALO ALTO, CA 94304 | Â             | Â         | Â VP-Controller & Treasuer - CTS | Â     |

## Signatures

Kevin C. Schick 03/11/2005

\*\*Signature of  
Reporting Person

Date

## Explanation of Responses:

\* If the form is filed by more than one reporting person, see Instruction 5(b)(v).

\*\* Intentional misstatements or omissions of facts constitute Federal Criminal Violations. See 18 U.S.C. 1001 and 15 U.S.C. 78ff(a).

(1) The options vest in four quarterly annual installments beginning on January 1 following grant date.

(2) Options vested in full one year from grant date.

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- (3) The option vests in three equal annual installments, beginning on the January 1 following the date of grant.

These shares were acquired under the CNF Thrift and Stock Plan as matching contributions or in lieu of cash dividends on other Series B preferred. Each Series B share converts to 4.708 shares of common stock at the option of the Trustee. Upon termination of plan participation each Series B preferred share, with a market value of \$152.10, is converted to the equivalent number of common shares, but in no event fewer than 4.708 shares.

- (4)

Note: File three copies of this Form, one of which must be manually signed. If space is insufficient, *See* Instruction 6 for procedure. Potential persons who are to respond to the collection of information contained in this form are not required to respond unless the form displays a currently valid OMB number.