FORM 10-Q
QUARTERLY REPORT UNDER SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the quarter ended September 30, 1996
Commission File No. 0-2504

MINE SAFETY APPLIANCES COMPANY
(Exact name of registrant as specified in its charter)

Pennsylvania
25-0668780
(State or other jurisdiction of (IRS Employer Identification No.) incorporation or organization)

```
        1 2 1 ~ G a m m a ~ D r i v e
        RIDC Industrial Park
        O'Hara Township
        Pittsburgh, Pennsylvania 15238
```

    (Address of principal executive offices) (Zip Code)
    Registrant's telephone number, including area code: 412/967-3000

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 and (2) has been subject to such filing requirements for the past 90 days.

Yes X No

As of October 31,1996 , there were outstanding $5,211,247$ shares of common stock without par value (includes shares held by Stock Compensation Trust).

# PART I FINANCIAL INFORMATION MINE SAFETY APPLIANCES COMPANY CONSOLIDATED CONDENSED BALANCE SHEET (Thousands of dollars, except shares data) 

September 30 December 31
19961995

| ASSETS |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Current assets |  |  |  |  |
| Cash | \$ | 8,624 | \$ | 4,807 |
| Accounts receivable, less allowance (1996-\$2,996; |  |  |  |  |
|  |  |  |  |  |
| Inventories: |  |  |  |  |
| Finished products |  | 30,013 |  | 34,970 |
| Work in process |  | 14,300 |  | 16,135 |
| Raw materials and supplies |  | 27,762 |  | 32,516 |
| Total inventories |  | 72,075 |  | 83,621 |
| Other current assets |  | 24,512 |  | 22,099 |
| Total current assets |  | 207,881 |  | 228,625 |
| Property, plant and equipment Accumulated depreciation |  | 342,431 |  | 339,263 |
|  |  | $(194,213)$ |  | 188,157) |
| Net property |  | 148,218 |  | 151,106 |
| Other assets |  | 39,162 |  | 26,869 |
| totals |  | 395,261 |  | 406,600 |


| Current liabilities |  |  |  |
| :---: | :---: | :---: | :---: |
| Notes and accounts payable | \$ 23,909 | \$ | 30,126 |
| Federal, foreign, state and local income taxes | 5,302 |  | 466 |
| Other current liabilities | 46,307 |  | 41,392 |
| Total current liabilities | 75,518 |  | 71,984 |
| Long-term debt | 13,377 |  | 14,746 |
| Noncurrent liabilities (principally employee/retiree benefits) and deferred credits | 64,723 |  | 66,330 |
| Shareholders' equity |  |  |  |
| Preferred stock, 4-1/2\% cumulative - authorized 100,000 shares of $\$ 50$ par value; issued 71,373 shares, callable at $\$ 52.50$ per share | 3,569 |  | 3,569 |
| Second cumulative preferred voting stock - authorized |  |  |  |
| Common stock - authorized 20,000,000 shares of no par |  |  |  |
| 4,749,492 and 5,182,757) | 10,866 |  | 8,300 |
| Stock compensation trust (600,000 shares) | $(28,200)$ |  |  |
| Cumulative translation adjustments | 1,913 |  | 2,177 |
| Retained earnings | 318,589 |  | 309,712 |
| Less treasury shares, at cost: |  |  |  |
| Preferred - 48,835 and 47,935 shares | $(1,580)$ |  | $(1,553)$ |
| Common - 1,400,241 and 1,536,646 shares | $(63,514)$ |  | $(68,665)$ |
| Total shareholders' equity | 241,643 |  | 253,540 |
| TOTALS | \$ 395, 261 | \$ | 406,600 |

MINE SAFETY APPLIANCES COMPANY
CONSOLIDATED CONDENSED STATEMENT OF INCOME
(Thousands of dollars, except earnings per share and shares outstanding)

|  |  | Three Months Ended September 30 |  |  | Nine Months Ended September 30 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 1996 |  | 1995 |  | 1996 |  | 1995 |
| Net sales | \$ | 121,744 | \$ | 119,995 | \$ | 360,994 | \$ | 363, 364 |
| Other income |  | 462 |  | 1, 057 |  | 2,965 |  | 4,141 |
|  |  | 122, 206 |  | 121, 052 |  | 363,959 |  | 367,505 |
| Costs and expenses |  |  |  |  |  |  |  |  |
| Cost of products sold |  | 74,279 |  | 74,885 |  | 227,713 |  | 223,385 |
| Selling, general and administrative | e | 32,561 |  | 35, 035 |  | 97,375 |  | 101,459 |
| Depreciation |  | 4,780 |  | 4,843 |  | 15,959 |  | 15,017 |
| Interest |  | 324 |  | 294 |  | 993 |  | 1,298 |
| Currency exchange (gains)/losses |  | 88 |  | (304) |  | 356 |  | 832 |
|  |  | 112, 032 |  | 114,753 |  | 342,396 |  | 341,991 |
| Income from operations |  |  |  |  |  |  |  |  |
| Income taxes |  | 4, 058 |  | 2,463 |  | 8,552 |  | 10,349 |
| Net income | \$ | 6,116 | \$ | 3,836 | \$ | 13,011 | \$ | 15,165 |
| Earnings per common share | \$ | 1.26 | \$ | 0.67 | \$ | 2.63 | \$ | 2.61 |
| Weighted average number of common |  |  |  |  |  |  |  |  |
| Dividends paid on preferred stock | \$ | 13 | \$ | 13 | \$ | 39 | \$ | 40 |


|  | Nine Months Ended September 30 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  | 1996 |  | 1995 |
| OPERATING ACTIVITIES |  |  |  |  |
| Income from operations | \$ | 13,011 | \$ | 15,165 |
| Depreciation |  | 15,959 |  | 15,017 |
| Deferred taxes, pensions, and other non-cash charges/(credits) |  | $(2,890)$ |  | $(2,641)$ |
| Changes in operating assets and liabilities |  | 24,807 |  | $(6,071)$ |
| Other - principally currency exchange adjustments |  | 478 |  | 3,245 |
| Cash flow from operating activities |  | 51,365 |  | 24,715 |
| INVESTING ACTIVITIES |  |  |  |  |
| Property additions |  | $(12,191)$ |  | $(12,772)$ |
| Property disposals |  | 1,702 |  | 908 |
| Acquisitions and other investing |  | $(16,480)$ |  | $(2,839)$ |
| Cash flow from investing activities |  | $(26,969)$ |  | $(14,703)$ |
| FINANCING ACTIVITIES |  |  |  |  |
| Additions to long-term debt |  | 88 |  | 134 |
| Reductions of long-term debt |  | $(1,379)$ |  | $(1,661)$ |
| Changes in notes payable and short term debt |  | $(1,660)$ |  | $(3,209)$ |
| Cash dividends |  | $(4,134)$ |  | $(4,625)$ |
| Company stock sold and purchased |  | $(20,510)$ |  | $(1,677)$ |
| Cash flow from financing activities |  | $(27,595)$ |  | $(11,038)$ |
| Effect of exchange rate changes on cash |  | (310) |  | 778 |
| Increase/(decrease) in cash and cash equivalents |  | $(3,509)$ |  | (248) |
| Beginning cash and cash equivalents |  | 31,950 |  | 54,420 |
| Ending cash and cash equivalents | \$ | 28,441 | \$ | 54,172 |

Note 1 - Basis of Presentation
The accompanying unaudited consolidated condensed financial statements include all adjustments, consisting of only normal recurring adjustments, which are, in the opinion of management of the registrant, necessary for a fair statement of the operating results for the three and nine-month periods ended September 30, 1996 and 1995. These financial statements have been prepared in accordance with the instructions to Form $10-Q$ and therefore do not include all information and footnotes necessary for a fair presentation of financial position, results of operations, and changes in cash flows in conformity with generally accepted accounting principles.

Most of the third quarter 1996 sales growth came from Germany, the company's largest international operation, which achieved stronger local and export sales during the quarter. Sales in most other international markets were about the same as the prior year. In Brazil, however, sales were notably behind 1995, which was a period of extraordinary economic activity in that country.

Sales of portable instruments in the U.S. were also strong, boosted by fulfillment of a large special order. Commercial safety product revenues in the U.S. continued to lag prior year levels. Shipments of gas masks to the U.S. military were significantly below the prior year, as expected, due to lower levels of overall government procurement of such products.

Most of the third quarter 1996 profit gains occurred in the U.S. and stemmed from improved manufacturing cost performance and inventory management along with reduced selling and administrative expenses. Profits also improved in Germany due to higher sales. Profits from Brazilian operations have fallen to more normal levels compared to the robust activity in 1995. The newly formed affiliate in Argentina has continued to incur very meaningful start-up costs.

Financial results in the third quarter are a welcome improvement, driven mostly by improved operating efficiencies and internal initiatives. Product demand has been inconsistent in a seasonally slow quarter. The backlog of commercial orders for future shipment is considerably higher than it was at this time last year. This is an encouraging indication of fourth quarter potential.

In August, the company acquired Rose Manufacturing Company, a leading manufacturer in the growing fall protection portion of the safety products business, and Better Breathing, Inc., a leading innovator of disposable respiratory protection products. These acquisitions will substantially strengthen the company's global position in these important market segments.

Currency exchange adjustments charged directly to the equity cumulative translation adjustments account are shown below. Significant third quarter 1996 gains relate primarily to Germany and Italy. Significant third quarter 1995 losses relate to Germany and Japan; year to date translation gains relate to Germany and Netherlands.

| Three Months Ended | Nine Months Ended |  |  |
| :---: | :---: | :---: | :--- |
| September | 30 | September | 30 |
| 1996 | 1995 | 1996 | 1995 |
| (Thousands of dollars) (Thousands of dollars) |  |  |  |
| (914) | 2,039 | 264 | $(2,411)$ |

Available credit facilities along with internal cash resources are adequate to provide for ensuing capital requirements. The company's financial position and liquidity continue to be adequate. The current ratio and term debt in relation to capital as of September 30, 1996 were 2.8 and $6.3 \%$, respectively, as compared to 3.2 and $6.4 \%$ at December 31, 1995.

PART II OTHER INFORMATION

Item 1. Legal Proceedings
Not Applicable

Item 6. Exhibits and Reports on Form 8-K
(a) Exhibits

None
(b) Reports on Form 8-K

No reports on Form 8-K were filed during the quarter ended September 30, 1996.

## SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

MINE SAFETY APPLIANCES COMPANY

Date: NOVEMBER 12, 1996
By
S/James E. Herald
James E. Herald Vice President - Finance; Principal Financial and Accounting Officer

THE SCHEDULE CONTAINS SUMMARY FINANCIAL INFORMATION EXTRACTED FROM SEPTEMBER 1996 FINANCIAL STATEMENTS AND IS QUALIFIED IN ITS ENTIRETY BY REFERENCE TO SUCH FINANCIAL STATEMENTS

```
9-MOS
    DEC-31-1996
        SEP-30-1996
                            8,624
                    19,817
                85,849
            (2,996)
                            72,075
            24,512
                342,431
        (194,213)
            395,261
    75,518
                                    13,377
            0
                3,569
                    10,866
                    227,208
                                    360,994
            363,959
                                    227,713
                    243,672
                    356
                    0
                    993
                    21,563
                        8,552
        13,011
                0
                        0
                            0
            13,011
            2.63
            2.63
```

