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

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) incorporation or organization)

121 Gamma Drive
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 $15(\mathrm{~d})$ 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 July 31, 2000, there were outstanding $13,545,329$ shares of common stock without par value, including $1,639,320$ shares held by the Mine Safety Appliances Company Stock Compensation Trust.

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

|  | $\begin{array}{r} \text { June } 30 \text { D } \\ 2000 \end{array}$ | $\begin{gathered} \text { December } 31 \\ 1999 \end{gathered}$ |
| :---: | :---: | :---: |
| ASSETS |  |  |
| Current assets |  |  |
| Cash \$ | \$ 10,899 \$ | \$ 8,898 |
| Temporary investments, at cost which approximates market | t 6,448 | 8,210 |
| Trade receivables, less allowance for doubtful accounts \$2,156 and \$2,322 | 54,794 | 58,911 |
| Other receivables | 14,642 | 22,716 |
| Inventories: |  |  |
| Finished products | 33,896 | 37,551 |
| Work in process | 12,000 | 11,739 |
| Raw materials and supplies | 30,761 | 32,807 |
| Total inventories | 76,657 | 82,097 |
| Deferred tax assets | 14,923 | 13,348 |
| Prepaid expenses and other current assets | 10,371 | 8,910 |
| Total current assets | 188,734 | 203,090 |
| Property, plant and equipment | 377,721 | 378,495 |
| Less accumulated depreciation | $(217,755)$ | ( 214,986 ) |
| Net property | 159,966 | 163,509 |
| Prepaid pension cost | 69,494 | 61, 357 |
| Deferred tax assets | 4, 033 | 4,152 |
| Other noncurrent assets | 23,079 | 19,633 |
| TOTALS \$ | \$ 445,306 \$ | \$ 451,741 |



See notes to consolidated condensed financial statements

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


See notes to consolidated condensed financial statements

MINE SAFETY APPLIANCES COMPANY
CONSOLIDATED CONDENSED STATEMENT OF CASH FLOWS
(Thousands of dollars)

|  | Six Months Ended June 30 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2000 |  | 1999 |  |
| OPERATING ACTIVITIES |  |  |  |  |
| Net income | \$ | 10,285 | \$ | 3,307 |
| Depreciation and amortization |  | 11,815 |  | 11,249 |
| Pensions |  | $(7,363)$ |  | (220) |
| Deferred income taxes |  | (1, 004 ) |  | (750) |
| Changes in operating assets and liabilities |  | 21,456 |  | $(2,426)$ |
| Other - including currency exchange adjustments |  | $(4,584)$ |  | $(4,376)$ |
| Cash flow from operating activities |  | 30,605 |  | 6,784 |
| INVESTING ACTIVITIES |  |  |  |  |
| Property additions |  | $(9,206)$ |  | $(11,323)$ |
| Dispositions of property and businesses |  | 1,888 |  | 187 |
| Acquisitions and other investing |  | $(4,593)$ |  | $(5,395)$ |
| Cash flow from investing activities |  | $(11,911)$ |  | $(16,531)$ |
| FINANCING ACTIVITIES |  |  |  |  |
| Additions to long-term debt |  | 7 |  | 366 |
| Reductions of long-term debt |  | (266) |  | (9) |
| Changes in notes payable and short-term debt |  | 11,276 |  | 15, 088 |
| Cash dividends |  | (3, 008 ) |  | $(2,779)$ |
| Company stock purchases |  | $(53,234)$ |  | $(3,744)$ |
| Company stock sales |  | 27, 088 |  | 0 |
| Cash flow from financing activities |  | $(18,137)$ |  | 8,922 |
| Effect of exchange rate changes on cash |  | (318) |  | $(1,223)$ |
| Increase/(decrease) in cash and cash equivalents |  | 239 |  | $(2,048)$ |
| Beginning cash and cash equivalents |  | 17,108 |  | 24,020 |
| Ending cash and cash equivalents | \$ | 17,347 | \$ | 21,972 |

See notes to consolidated condensed financial statements
(1) The Management's Discussion and Analysis of Financial Condition and Results of Operations which follows these notes contains additional information on the results of operations and the financial position of the company. Those comments should be read in conjunction with these notes. The company's annual report on Form 10-K for the year ended December 31, 1999 includes additional information about the company, its operations, and its financial position, and should be read in conjunction with this quarterly report on Form 10-Q.
(2) The results for the interim periods are not necessarily indicative of the results to be expected for the full year.
(3) Certain prior year amounts have been reclassified to conform with the current year presentation.
(4) In the opinion of management, all adjustments, consisting of only normal recurring adjustments, necessary for a fair presentation of these interim periods have been included.
(5) A pre-tax charge of $\$ 4.6$ million ( $\$ 2.8$ million after-tax) was recognized in the second quarter of 1999 related to a voluntary retirement incentive program that was accepted by 82 non-production employees in the U.S. This charge was more than offset by related pension settlement gains in the second half of 1999.
(6) On May 10, 2000 the shareholders of the company approved a 3-for-1 split of the common stock, which was paid May 24, 2000.
(7) Basic earnings per share is computed on the weighted average number of shares outstanding during the period. Diluted earnings per share includes the effect of the weighted average stock options outstanding during the period, using the treasury stock method. Antidilutive options are not considered in computing earnings per share. All share and per share amounts have been restated to reflect the 3-for-1 stock split.

|  | ```Three Months Ended June 30 2000 1999 ( In thousands)``` |  |  |  | ```Six Months Ended June 30 2000 1999 ( In thousands)``` |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net income | \$ | 2,826 | \$ | 737 | \$ | 10,285 | \$ | 3,307 |
| Preferred stock dividends declared |  | 12 |  | 24 |  | 24 |  | $37$ |
| Income available to common shareholders |  | 2,814 |  | 713 |  | 10,261 |  | 3,270 |
| Basic shares outstanding |  | 12,599 |  | 12,968 |  | 12,738 |  | 13, 025 |
| Stock options |  | 77 |  | 27 |  | 52 |  | 30 |
| Diluted shares outstanding |  | 12,676 |  | 12,995 |  | 12,790 |  | 13,055 |
| Antidilutive stock options |  | 14 |  | 108 |  | 14 |  | 108 |

(8) Comprehensive income (loss) was $\$ 1,324,000$ and $\$ 7,050,000$ for the three and six months ended June 30,2000 , respectively, and $(\$ 126,000)$ and ( $\$ 1,482,000$ ) for the three and six months ended June 30, 1999, respectively. Comprehensive income includes net income and changes in accumulated other comprehensive income, primarily cumulative translation adjustments, for the period.
(9) The company is organized into three geographic operating segments (North America, Europe and Other International), each of which includes a number of operating companies. North America (formerly U.S.) includes the United States, Canada and Mexico. Canada and Mexico were formerly part of Other International. Comparative amounts for 1999 have been restated.

|  | (In Thous North America | ds) Europe | Other International | Reconciling | Consol. <br> totals |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Three Months Ended June 30, 2000 |  |  |  |  |  |
| Sales to external customers | \$78, 383 | \$24, 264 | \$18, 252 | (\$196) | \$120,703 |
| Intercompany sales | 6,385 | 3,784 | 697 | (10, 866 ) |  |
| Net income(loss) | 2,766 | (559) | 623 | (4) | 2,826 |
| Six Months Ended June 30, 2000 |  |  |  |  |  |
| Sales to external customers | 162,170 | 51,521 | 35,416 | (186) | 248,921 |
| Intercompany sales | 13,676 | 7,507 | 1,263 | ( 22,446 ) |  |
| Net income(loss) | 9,578 | (705) | 1,323 | 89 | 10,285 |
| Three Months Ended June 30, 1999 |  |  |  |  |  |
| Sales to external customers | 78,926 | 27,915 | 17,153 | (319) | 123,675 |
| Intercompany sales | 7,670 | 4,897 | 591 | $(13,158)$ |  |
| Net income(loss) | (260) | 254 | 759 | (16) | 737 |
| Six Months Ended June 30, 1999 |  |  |  |  |  |
| Sales to external customers | 155, 739 | 55,978 | 28,309 | (384) | 239,642 |
| Intercompany sales | 15,451 | 9,133 | 1, 027 | $(25,611)$ |  |
| Net income(loss) | 2,778 | (298) | 809 | 18 | 3,307 |

Reconciling items consist primarily of intercompany eliminations and items reported at the corporate level.

## Forward-looking statements

This report contains "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. Such forward-looking statements may include, without limitation, statements regarding expectations for future product introductions, cost reduction and restructuring plans, specialty chemicals market conditions, sales and earnings outlook, liquidity, and market risk. Actual results may differ from expectations contained in such forward-looking statements and can be affected by any number of factors, many of which are outside of management's direct control. Among the factors that could cause such differences are the effects of restructuring efforts in Europe, timing and market acceptance of new product introductions, market and operating conditions affecting specialty chemical customers, the economic environment, and interest and currency exchange rates.

Results of operations

Three months ended June 30, 2000 and 1999

Sales for the second quarter of 2000 were $\$ 120.7$ million, a decrease of $\$ 3$ million, or $2 \%$, from \$123.7 million in the second quarter of 1999.

Second quarter 2000 sales for North American operations were slightly lower than the second quarter of last year. Significantly lower sales of specialty chemicals were nearly offset by improved sales of safety products. Lower specialty chemical sales in second quarter 2000 were a continuation of a slow-down in sales that began in the second half of 1999. Specialty chemical products are sold to a limited number of pharmaceutical and chemical companies and sales levels are largely dependent on the performance of these customers' products in their respective markets. Shipments of gas masks for defense preparedness and helmets and fall protection equipment for industrial and construction markets were significantly higher in 2000. Portable instrument sales also grew significantly, reflecting the late-1999 introduction of the improved Passport FiveStar Alarm multigas detector.

Overall, incoming orders of safety products in the U.S. exceeded shipments in the second quarter, particularly for gas masks for government markets. The specialty chemical order backlog also increased during the quarter.

In Europe, local currency sales for the quarter were $4 \%$ lower than second quarter 1999. When stated in U.S. dollars, however, sales in Europe were 13\% lower due to adverse currency exchange rate movements. Lower current quarter sales in Germany, Britain, and France were partially offset by higher sales in Eastern European markets.

Second quarter 2000 sales for other international operations were 6\% higher than in the prior year. Sales in Africa continued to benefit from the second quarter 1999 acquisition of Campbell Gardwel. Adverse currency exchange effects reduced sales of other international operations slightly when stated in U.S. dollars.

Gross profit for the second quarter of 2000 was $\$ 43.3$ million, a decrease of $\$ 2.2$ million, or $5 \%$, from $\$ 45.5$ million in 1999 . The ratio of gross profit to sales was $35.9 \%$ in the second quarter of 2000 compared to $36.8 \%$ in the corresponding quarter last year. The slightly lower gross profit percentage reflects changes in sales mix.

Selling, general and administration costs in the second quarter of 2000 were essentially unchanged from the prior year second quarter.

Higher depreciation and amortization expense in second quarter 2000 was primarily due to mid-1999 additions of production and information technology equipment in Europe.

Lower interest expense in second quarter 2000 reflects a reduction in debt that resulted from the use of an accounts receivable securitization facility that was established in late-1999.

Second quarter 1999 included $\$ 4.6$ million in special termination benefit charges related to a voluntary retirement incentive program in the U.S. These charges were more than offset by related pension settlement gains in the second half of 1999.

Income before income taxes was $\$ 4.0$ million for second quarter 2000 compared to $\$ 1.3$ million in 1999. Income before taxes in 1999 was after the $\$ 4.6$ million voluntary retirement charge. Excluding this item, income before taxes
in the second quarter of 2000 was $\$ 1.9$ million lower than in 1999 , primarily due to lower sales and gross profits.

The effective income tax rate for the second quarter of 2000 was $29.5 \%$ compared to $41.6 \%$ in second quarter 1999. The lower effective rate in 2000 reflects tax benefits on international operating losses, primarily in Germany, and adjustments to prior year taxes in the U.S. related to foreign sales corporation tax benefits.

Net income in the second quarter of 2000 was $\$ 2.8$ million, or 22 cents per basic share, compared to $\$ 737,000$, or 5 cents per basic share, last year.

Six months ended June 30, 2000 and 1999
Sales for the six months ended June 30, 2000 were $\$ 248.9$ million, an increase of $\$ 9.3$ million, or $4 \%$, from $\$ 239.6$ million last year.

North American sales for the first six months of 2000 were $4 \%$ higher than the same period last year. Improved sales of safety products were partially offset by lower specialty chemical sales. Shipments of self-contained breathing apparatus to firefighters, gas masks for defense preparedness, and helmets for industrial head protection all improved significantly. Portable instrument sales also grew significantly, reflecting new product introductions in late-1999. Sales of specialty chemicals were significantly lower than the same period last year. Specialty chemical products are sold to a limited number of large pharmaceutical and chemical companies and are largely dependent on the performance of these customers' products in their respective markets.

Overall, sales of safety products in the U.S. were higher than incoming orders in the first half of 2000, which reduced backlog slightly. Specialty chemical order backlog increased during the first six months of 2000.

Local currency sales in Europe for the first half of 2000 were $3 \%$ higher than first half of 1999. When stated in U.S. dollars, however, sales in Europe were $8 \%$ lower due to adverse currency exchange rate movements. Current year sales improved in Eastern Europe and were mixed in other European markets.

Sales of other international operations for the first six months of 2000 were $25 \%$ higher than in the prior year, with substantial improvements in nearly every market. Currency exchange effects on sales of other international operations were minor.

Gross profit for the six months ended June 30, 2000 was $\$ 93.7$ million, an increase of $\$ 6.2$ million, or $7 \%$, from $\$ 87.5$ million in 1999. The ratio of gross profit to sales was $37.6 \%$ in the six months ended June 30, 2000 compared to $36.5 \%$ in the corresponding period last year. The somewhat higher gross profit percentage is largely related to changes in sales mix.

Selling, general and administration costs in the six months ended June 30, 2000 were largely unchanged from the prior year.

Higher depreciation and amortization expense in the six months ended June 30, 2000 was primarily due to mid-1999 production equipment and information technology additions in Europe.

The six months ended June 30, 1999 included a $\$ 4.6$ million charge for special termination benefits related to a voluntary retirement incentive program in the U.S. These charges were more than offset by related pension settlement gains in the second half of 1999.

Income before income taxes was $\$ 16.3$ million for the six months ended June 30, 2000 compared to $\$ 5.5$ million last year. Improved income before taxes in 2000 is primarily due to higher gross profits and the effect of voluntary retirement charges on 1999 results.

The effective income tax rate for the six months ended June 30, 2000 was $37.0 \%$ compared to $39.5 \%$ in 1999. The lower effective rate for 2000 reflects tax benefits on international operating losses, primarily in Germany, and adjustments in the U.S. related to prior year foreign sales corporation tax benefits.

Net income in the six months ended June 30, 2000 was $\$ 10.3$ million, or 81 cents per basic share, compared to $\$ 3.3$ million, or 25 cents per basic share, last year.

Business Outlook and Other Matters
Results for the six months ended June 30, 2000 reflect strong sales of safety products in North American markets, a recovery in core portable instrument product sales in the U.S., and respectable growth by international operations
outside Europe and North America. However, the ongoing transformation of European operations and sustained weakness in specialty chemicals markets are expected to continue and could dampen overall results for the year. While the strong results of the first quarter were not expected to continue, some aspects of second quarter performance were disappointing. The combined first half performance was generally as anticipated and meaningfully improved earnings are expected for the year.

During the second quarter of 2000, the company purchased approximately 2.1 million shares of common stock from the family of a co-founder for $\$ 52$ million. Approximately 1.1 million shares of common stock held in treasury were subsequently sold to the MSA pension plan for $\$ 27$ million. The combined effect of these two transactions was to reduce total shares outstanding by approximately 970,000 shares, or $7.6 \%$.

In June 2000, the company agreed to acquire CairnsHelmets, the leading U.S. manufacturer of protective helmets for the fire service. This acquisition, which is expected to be finalized in August 2000, will significantly strengthen the company's presence in the fire service market by adding fire helmets to an already strong product line of self-contained breathing apparatus, thermal imaging cameras, and portable gas detection instruments.

## Liquidity and Financial Condition

Cash and cash equivalents increased $\$ 239,000$ during the first six months of 2000 compared with a decrease of $\$ 2.0$ million in the first six months of 1999.

Operating activities provided $\$ 30.6$ million of cash in the first six months of 2000 compared to providing $\$ 6.8$ million last year. The improvement is due to changes in operating assets and liabilities, reflecting higher accrued expenses and lower inventories and receivables.

Cash of $\$ 11.9$ million was used for investing activities in the first six months of 2000 compared to using $\$ 16.5$ million in 1999 . The decrease reflects lower property additions and higher cash proceeds on sales of businesses and property.

Financing activities used $\$ 18.1$ million in the first six months of 2000 and provided $\$ 8.9$ million in 1999. The higher use of cash for financing activities results from significant treasury stock purchases in the six months ended June 30, 2000.

Available credit facilities and internal cash resources are considered adequate to provide for ensuing capital requirements.

Financial Instrument Market Risk
There have been no material changes in the company's financial instrument market risk during the first six months of 2000. For additional information, refer to page 15 of the company's Annual Report to Shareholders for the year ended December 31, 1999.

Recently Issued Accounting Standards
FASB Interpretation No. 44, Accounting for Certain Transactions involving Stock Compensation, provides guidance on issues related to applying APB No. 25, Accounting for Stock Issued to Employees. The impact of Interpretation No. 44, which is effective July 1, 2000, is not expected to be significant for the company.

FAS No. 133, Accounting for Derivative Instruments and Hedging Activities, establishes accounting and reporting standards for derivative instruments, including those embedded in other contracts. FAS No. 133 is effective for fiscal years beginning after June 15, 2000. Adoption of this statement is not expected to have a significant effect on company results or financial position.

SEC Staff Accounting Bulletin No. 101, Revenue Recognition in Financial
Statements, which is effective beginning in fourth quarter 2000, provides guidance on the recognition, presentation, and disclosure of revenue. The company is evaluating the effects, if any, of this guidance on its financial statements.

Item 1. Legal Proceedings
Not Applicable
Item 4. Submission of Matters to a Vote of Security Holders
(a) May 10, 2000 - Annual Meeting
(b) Directors elected at Annual Meeting:

Calvin A. Campbell, Jr.
Thomas B. Hotopp
Directors whose term of office continued after the meeting:
Joseph L. Calihan
Helen Lee Henderson
John T. Ryan III
L. Edward Shaw, Jr.

Thomas H. Witmer
(c) Election of two Directors for a term of three years:

Calvin A. Campbell, Jr.

| For | $4,375,812$ |
| :--- | ---: |
| Withhold | 889 |
| Abstentions/ | 0 |
| Broker Nonvotes |  |

Thomas B. Hotopp For 4,375,584
Withhold 1,117

Abstentions/ 0
Broker Nonvotes
3-for-1 Stock Split

| For | $4,358,753$ |
| :--- | ---: |
| Against | 9,250 |
| Abstentions/ | 8,698 |

Broker Nonvotes
Selection of PricewaterhouseCoopers LLP as independent accountants for the year ending December 31, 2000.

| For | $4,373,662$ |
| :--- | ---: |
| Against | 1,489 |
| Abstentions/ | 1,550 |
| Broker Nonvotes |  |

(d) Not Applicable

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

None
(b) Reports on Form 8-K

A report on Form 8-K was filed on June 20, 2000 reporting in Item 5 the Company's repurchase of common stock from the estate and family of a company cofounder.

A report on Form $8-K$ was filed on June 28,2000 reporting in Item 5 the sale by the Company of company stock to the trust for the MSA Pension Plan.

## 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.

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6-MOS
    DEC-31-2000
        JUN-30-2000
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