# Securities and Exchange Commission 

Washington, D.C. 20549

> FORM $10-\mathrm{K}$ ANNUAL REPORT

Pursuant to Section 13 or 15 (d) of the Securities Exchange Act of 1934 For the fiscal year ended December 31, 1995

## Commission file number 0-2504

MINE SAFETY APPLIANCES COMPANY
A Pennsylvania Corporation
IRS Employer Identification No. 25-0668780
121 Gamma Drive
RIDC Industrial Park
o'Hara Township
Pittsburgh, Pennsylvania 15238
Telephone 412/967-3000

Securities registered pursuant to Section $12(\mathrm{~g})$ of the Act:

Common Stock, no par value

## SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549
FORM 10-K
ANNUAL REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the fiscal year ended December 31, 1995 Commission File No. 0-2504

## MINE SAFETY APPLIANCES COMPANY

(Exact name of registrant as specified in its charter)

Pennsylvania
(State or other jurisdiction of incorporation or organization)

121 Gamma Drive
RIDC Industrial Park
O'Hara Township
Pittsburgh, Pennsylvania

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

Securities registered pursuant to Section $12(b)$ of the Act: None

Securities registered pursuant to Section $12(\mathrm{~g})$ of the Act:

Common Stock, no par value
(Title of Class)

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 $\quad \mathrm{X}$

No

Indicate by check mark if disclosure of delinquent filers pursuant to Item 405 of Regulation S-K is not contained herein, and will not be contained, to the best of registrant's knowledge, in the definitive proxy statement incorporated by reference in Part III of this Form $10-\mathrm{K}$ or any amendment to this Form $10-\mathrm{K}$. [X]

As of February 16, 1996, there were outstanding $5,181,810$ shares of common stock, no par value.

The aggregate market value of voting stock held by non-affiliates as of February 16, 1996 was \$142, 466,000.

## DOCUMENTS INCORPORATED BY REFERENCE

The following documents have been incorporated by reference:

```
DOCUMENT
FORM 10-K
PART NUMBER
```

----------
(1) Annual Report to Shareholders
for the year ended
December 31, 1995
I, II, IV
(2) Proxy Statement filed pursuant to Regulation 14A
in connection with the registrant's
Annual Meeting of Shareholders to
be held on April 23, 1996

## Item 1. Business

## Products and Markets

The primary business of the registrant and its affiliated companies is the manufacture and sale of products designed to protect the safety and health of workers throughout the world.

Principal products include respiratory protective equipment that is airpurifying, air-supplied and self-contained in design. The registrant also produces instruments that monitor and analyze workplace environments and control industrial processes. Personal protective products include head, eye and face, body and hearing protectors.

Many of these products are sold under the registered trademark "MSA", and have wide application for workers in industries that include manufacturing, fire service, power generation, telecommunications, mining, chemicals, petroleum, construction, pulp and paper processing, transportation, government, automotive, aerospace, asbestos abatement, and hazardous materials clean-up.

Other products manufactured and sold, which do not fall within the category of safety and health equipment, include boron-based and other specialty chemicals.

The registrant and its affiliated companies are in competition with many large and small enterprises. In the opinion of management, the registrant is a leader in the manufacture of safety and health equipment.

Orders, except under contracts with the Department of Defense and with international governments, are generally filled promptly after receipt and the production period for special items is usually less than one year. The backlog of orders under contracts with the Department of Defense and certain international governments is summarized as follows:

| December 31 |  |  |
| :---: | :---: | :---: |
| 1995 | 1994 | 1993 |
| (In thousands) |  |  |


| Department of Defense | $\$ 30,400$ | $\$ 36,200$ | $\$ 54,900$ |
| :--- | ---: | ---: | ---: |
| International Governments | 7,900 | 8,800 | 12,500 |

Approximately $\$ 8,600,000$ under contracts with the Department of Defense and $\$ 4,300,000$ with international governments are expected to be shipped after December 31, 1996.

Further information with respect to the registrant's products, operations in different geographic areas, equity in earnings and assets of international affiliated companies, and significant customers is reported at Note 5 of Notes to Consolidated Financial Statements contained in the registrant's Annual Report to Shareholders for the year ended December 31, 1995, incorporated herein by reference.

The registrant and its affiliated companies engage in applied research with a view to developing new products and new applications for existing products Most of its products are designed and manufactured to meet currently applicable performance and test standards published by groups such as ANSI (American National Standards Institute), MSHA (Mine Safety \& Health Administration), NIOSH (National Institute for Occupational Safety and Health), UL (Underwriters' Laboratories), SEI (Safety Equipment Institute) and FM (Factory Mutual). The registrant also from time to time engages in research projects for others such as the Bureau of Mines and the Department of Defense or its prime contractors. Registrant-sponsored research and development costs were \$20,366,000 in 1995, $\$ 20,575,000$ in 1994, and $\$ 21,000,000$ in 1993.

In the aggregate, patents have represented an important element in building up the business of the registrant and its affiliates, but in the opinion of management no one patent or group of patents is of material significance to the business as presently conducted.

## General:

The company was founded in 1914 and is headquartered in Pittsburgh, Pennsylvania. As of December 31, 1995, the registrant and its affiliated companies had approximately 4,300 employees, of which 2,000 were employed by international affiliates. None of the U.S. employees are subject to the provisions of a collective bargaining agreement.

In the United States and in those countries in which the registrant has affiliates, its products are sold by its own salespersons, independent distributors and/or manufacturers' representatives. In international countries where the registrant has no affiliate, products are sold primarily through independent distributors located in those countries.

The registrant is cognizant of environmental responsibilities and has taken affirmative action regarding this responsibility. There are no current or expected legal proceedings or expenditures with respect to environmental matters which would materially affect the operations of the registrant and its affiliates. Generally speaking, the operations of the registrant and its affiliates are such that it is possible to maintain sufficient inventories of raw materials and component parts on the manufacturing premises. Equipment and machinery for processing chemicals and rubber, plastic injection molding equipment, molds, metal cutting, stamping and working equipment, assembly fixtures and similar items are regularly acquired, repaired or replaced in the ordinary course of business at prevailing market prices as necessary.

In 1992, the registrant decided to discontinue the operation of TransferMetallisierte Produkte GmbH (TMP), a joint venture in Germany to produce metallized paper. Operating activities ceased during 1993; the registrant continues to dispose of its assets and settle its liabilities, and continues to believe that this action will not have a significant effect on the registrant's financial condition. Sales of defense products, which continue to be an important market segment, decreased in 1995. Incoming orders were significantly less than shipments in 1995, but higher than 1994 incoming orders. Further information about the registrant's business is included in Management's Discussion and Analysis at pages 10 to 12 of the Annual Report to Shareholders, incorporated herein by reference.
(Item 1 continued at page 7)

| Name | Age | All Positions and Offices <br> Presently Held |
| :--- | :--- | :--- |
| J. T. Ryan III | 52 | President, Chairman and <br> Chief Executive Officer |
| T. B. Hotopp | 54 | Senior Vice President |
| J. E. Herald | 55 | Vice President - Finance <br> (Chief Financial Officer) |
| W. E. Christen | 51 | Vice President |
| W. B. Miller, Jr. | 62 | Vice President |
| G. W. Steggles | 61 | Vice President |
| F. Tepper | 61 | Vice President |
| D. H. Cuozzo | 62 | Vice President and Secretary |
| D. L. Zeitler | 47 | Treasurer |

All the executive officers have been employed by the registrant since prior to January 1, 1991 and have held their present positions since prior to that date except as follows:
(a) Mr. Ryan III was elected Chief Executive Officer and Chairman of the Board on August 28, 1991, effective from October 1, 1991. Prior to that time, he was President.
(b) Mr. Hotopp was employed by the registrant on July 29, 1991 and elected Senior Vice President and General Manager, Safety Products. From prior to January 1, 1991 until he joined the registrant, Mr. Hotopp was Senior Vice President, Sales and Marketing and later President of Kingston Warren Corporation, a manufacturer of rubber-metal composites for automotive, computer and material handling industries.
(c) Mr. Christen was elected a corporate Vice President on October 31, 1991. He was previously General Director, Auergesellschaft, an affiliate of the registrant, and Vice President and Managing Director of MSA Europe, a division of the registrant.
(d) Mr. Steggles was employed by the registrant on May 4, 1992 and elected Vice President. From prior to January 1, 1991 until he joined the registrant, Mr. Steggles was Vice President of International Marketing and Sales with the BMY Division of Harsco Corp., a manufacturer of tracked and wheeled vehicles.
(e) Mr. Cuozzo was elected Vice President on April 27, 1995. Prior to this time, he was Secretary.

The executive officers of the registrant serve at the pleasure of the Board of Directors and are not elected to any specified term of office.

The primary responsibilities of these officers follows:

## Individual

Mr Hotopp
Mr. Hotopp

Mr. Christen

Mr. Miller

Mr. Steggles

Mr. Tepper

Mr. Cuozzo
Mr. Zeitler

## Responsibilities

Product planning and engineering manufacturing development and sales of safety products in the U.S.

European operations
External growth for safety products in the U.S. through acquisitions and strategic alliances with other product manufacturers.

International operations outside the U.S and Europe

Product planning and engineering, manufacturing development and sales of instrument and battery products in the U.S.

General Counsel and corporate taxes
Cash and risk insurance management

Item 2. Properties
---------------
World Headquarters:

The registrant's executive offices are located at 121 Gamma Drive, RIDC Industrial Park, O'Hara Township, Pittsburgh, Pennsylvania 15238. This facility contains approximately $138,000 \mathrm{sq}$. ft.

Production and Research Facilities:

The registrant's principal U.S. manufacturing and research facilities are located in the Greater Pittsburgh area in buildings containing approximately $1,053,000$ square feet. Other U.S. manufacturing and research facilities of the registrant are located in Esmond, Rhode Island (184,000 sq. ft.), Jacksonville, North Carolina (107,000 sq. ft.), Lyons, Colorado (10,000 sq. ft.), Sparks, Maryland (37,000 sq. ft.), and Dayton, Ohio (23,000 sq. ft.).

Manufacturing facilities of international affiliates of the registrant are located in major cities in Australia, Brazil, Canada, France, Germany, Italy, Japan, Mexico, Peru, Scotland, Spain, and Sweden. The most significant are located in Germany (approximately $430,000 \mathrm{sq} . \mathrm{ft}$. , excluding 127,000 sq. ft. leased to others), and in Glasgow, Scotland (approximately 131,000 sq. ft., excluding 10,000 sq. ft. leased to others); research activities are also conducted at these facilities.

Virtually all of these buildings are owned by the registrant and its affiliates and are constructed of granite, brick, concrete block, steel or other fire-resistant materials. The German facility is owned subject to encumbrances securing indebtedness in the aggregate amount of $\$ 4,990,000$ as of December 31, 1995.

Sales Offices and Warehouses:

The registrant and its U.S. affiliates own four warehouses and lease 13 other distribution warehouses with aggregate floor space of approximately $227,000 \mathrm{sq} . \mathrm{ft}$. in or near principal cities in 11 states in the United States. Leases expire at various dates through 1999. Sales offices and distribution warehouses are owned or leased in or near principal cities in 23 other countries in which the registrant's affiliates are located.

Item 3. Legal Proceedings
Not applicable.
Item 4. Submission of Matters to a Vote of Security Holders
No matters were submitted to a vote of security holders during fourth quarter 1995.

# Item 5. Market for the Registrant's Common Equity and Related Stockholder Matters 

Item 6. Selected Financial Data
Item 7. Management's Discussion and Analysis of Financial Condition and Results of Operations

## Item 8. Financial Statements and Supplementary Data

Incorporated by reference herein pursuant to Rule 12b - 23 are
Item 5 - "Common Stock" appearing at page 12
Item 6 - "Five-Year Summary of Selected Financial Data" appearing at page 23

Item 7 - "Management's Discussion and Analysis" appearing at pages 10 to 12
Item 8 - "Financial Statements and Notes to Consolidated Financial Statements" appearing at pages 13 to 22
of the Annual Report to Shareholders for the year ended December 31, 1995. Said pages of the Annual Report are submitted with this report and pursuant to Item 601(b)(13) of Regulation S-K shall be deemed filed with the Commission only to the extent that material contained therein is expressly incorporated by reference in Items 1, 5, 6, 7, 8 and 14 (a) hereof.

Item 9. Changes in and Disagreements with Accountants on Accounting and Financial Disclosure

Not applicable.

Item 10. Directors and Executive Officers of the Registrant
Item 11. Executive Compensation
Item 12. Security Ownership of Certain Beneficial Owners and Management
Item 13. Certain Relationships and Related Transactions

Incorporated by reference herein pursuant to Rule 12b - 23 are
(1) "Election of Directors" appearing at pages 1 to 3, (2) "Other Information Concerning Directors and Officers" appearing at pages 4 to 8 (except as excluded below), and (3) "Stock Ownership" appearing at pages 9 to 12 (except as excluded below) of the Proxy Statement filed pursuant to Regulation 14A in connection with the registrant's Annual Meeting of Shareholders to be held on April 23, 1996. The information appearing in such Proxy Statement under the captions "Compensation Committee Report on Executive Compensation" and "Comparison of Five-Year Cumulative Total Return" is not incorporated herein.

Item 14. Exhibits, Financial Statement Schedules, and Reports on Form 8-K
(a) 1 and 2. Financial Statements

The following information appearing on pages 13 to 22 inclusive in the Annual Report to Shareholders of the registrant for the year ended December 31, 1995, is incorporated herein by reference pursuant to Rule 12b-23.

Report of Independent Accountants
Consolidated Balance Sheet - December 31, 1995 and 1994
Consolidated Statement of Income - three years ended December 31, 1995
Consolidated Statement of Earnings Retained in the Business - three years ended December 31, 1995

Consolidated Statement of Cash Flows - three years ended December 31, 1995 Notes to Consolidated Financial Statements

Said pages of the Annual Report are submitted with this report and, pursuant to Item 601(b)(13) of Regulation S-K shall be deemed to be filed with the Commission only to the extent that material contained therein is expressly incorporated by reference in Items 1, 5, 6, 7, 8 and 14 (a)(1) and (2) hereof.

The following additional financial information for the three years ended December 31, 1995 is filed with the report and should be read in conjunction with the above financial statements:

Report of Independent Accountants on Financial Statement Schedule
Schedule II - Valuation and Qualifying Accounts
All other schedules are omitted because they are not applicable, not material or the required information is shown in the financial statements listed above.
(a) 3. Exhibits
(3)(i) Restated Articles of Incorporation as amended to April 27, 1989, filed in Form 10-Q on August 5, 1994, are incorporated herein by reference.
(3)(ii) By-laws of the registrant, as amended to August 29, 1990, filed in Form 10-Q on November 13, 1995, are incorporated herein by reference.
(10)(a) * 1987 Management Share Incentive Plan, filed in Form 10-K on March 25, 1994, is incorporated herein by reference.
(10)(b) * 1990 Non-Employee Directors' Stock Option Plan, as amended to April 27, 1994, filed in Form 10-Q on August 5, 1994, is incorporated herein by reference.
(10)(c) * Executive Insurance Program, filed in Form 10-Q on August 5, 1994, is incorporated herein by reference.
(10)(d) * December 29, 1993 Consulting agreement with Leo N. Short, Jr., filed in Form 10-K on March 25, 1994, is incorporated herein by reference.
(10)(e) * Board of Directors April 24, 1984 Resolution providing for payment by the Company to officers the difference between amounts payable under terms of the Company's NonContributory Pension Plan and the benefit limitations of Section 415 of the Internal Revenue Code, filed in Form 10-Q on May 11, 1995 is incorporated herein by reference.

* The exhibits marked by an asterisk are management contracts or compensatory plans or arrangements.
(a) 3. Exhibits (continued)
(13) Annual Report to Shareholders for year ended December 31, 1995
(21) Affiliates of the registrant
(23) Consent of Price Waterhouse LLP, independent accountants
(27) Financial Data Schedule (filed in electronic format only)

The registrant agrees to furnish to the Commission upon request copies of all instruments with respect to long-term debt referred to in Note 11 of the Notes to Consolidated Financial Statements filed as part of Exhibit 13 to this annual report which have not been previously filed or are not filed herewith.
(b) Reports on Form 8-K

No reports on Form 8-K were filed during the last quarter of the year ended December 31, 1995.

Pursuant to the requirements of Section 13 or 15(d) 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

| March 27, 1996 | By |
| :---: | :---: |
| /Date) | John T. Ryan III |
| President, Chairman of the Board <br> and Chief Executive Officer |  |

Pursuant to the requirements of the Securities Exchange Act of 1934, this report has been signed below by the following persons on behalf of the registrant and in the capacities and on the dates indicated.

## Signature

## /S/John T. Ryan III

John T. Ryan III
/S/James E. Herald
James E. Herald

## /S/Joseph L. Calihan

Joseph L. Calihan
/S/Calvin A. Campbell, Jr.
Calvin A. Campbell, Jr.

## /S/G. Donald Gerlach

Director
March 27, 1996
G. Donald Gerlach
/S/Helen Lee Henderson
Helen Lee Henderson
/S/Leo N. Short, Jr.
Director
March 27, 1996
Director; President, Chairman of the Board and Chief Executive Officer

Vice President - Finance; Principal Financial and Accounting Officer

Director March 27, 1996

Director March 27, 1996 Leo N. Short, Jr.

To the Board of Directors of Mine Safety Appliances Company

Our audits of the consolidated financial statements referred to in our report dated February 16, 1996, appearing on page 13 of the 1995 Annual Report to Shareholders of Mine Safety Appliances Company (which report and consolidated financial statements are incorporated by reference in this Annual Report on Form 10-K), also included an audit of the Financial Statement Schedule listed in Item 14(a) of this Form 10-K. In our opinion, this Financial Statement Schedule presents fairly, in all material respects, the information set forth therein when read in conjunction with the related consolidated financial statements.

## Price Waterhouse LLP

MINE SAFETY APPLIANCES COMPANY AND AFFILIATES
VALUATION AND QUALIFYING ACCOUNTS THREE YEARS ENDED DECEMBER 31, 1995 (IN THOUSANDS)

$$
\begin{array}{ccc}
1995 & 1994 & 1993 \\
-----------------------
\end{array}
$$

Allowance for doubtful accounts:

| Balance at beginning of year | \$2,102 | \$2,516 | \$2,453 |
| :---: | :---: | :---: | :---: |
| Additions - |  |  |  |
| Charged to costs and expenses | 949 | 741 | 644 |
| Deductions from reserves (1) | 411 | 1,155 | 581 |
| Balance at end of year | \$2,640 | \$2,102 | \$2,516 |

(1) Bad debts written off, net of recoveries.

## F-2

## SALES AND EARNINGS

Sales were $\$ 487,668,000$ in 1995, a $6 \%$ increase over the prior year's $\$ 459,607,000$. Sales in 1994 were $7 \%$ higher than sales in 1993 of $\$ 429,220,000$. Net income increased $23 \%$ in 1995 to $\$ 18,912,000$ from $\$ 15,329,000$ in 1994, which was $45 \%$ higher than 1993 's income of $\$ 10,555,000$. Earnings per share of common stock was \$3.32 in 1995, \$2.58 in 1994, and \$1.73 in 1993.

The 1995 sales increase has occurred primarily in the international markets, particularly in Europe. Overall, 1995 sales by U.S. operations are about the same as 1994, with increases in domestic commercial sales being offset by lower sales to the U.S. government. Sales of commercial products, especially during the latter half of 1995, have been adversely impacted by the federal government budget impasse, which has diminished the purchasing power of some commercial U.S. customers, particularly those involved in environmental remediation. Historically, this market, in both the civilian and government sectors, has produced consistent growth and market share. However, conflict between interest groups, combined with the federal government budget stalemate, has led to a temporary stoppage in the issuance of new Superfund and government site cleanup contracts. If this situation continues, the company's sales could continue to be adversely affected. The increased sales in 1994 occurred primarily in domestic commercial product sales, with the main factor being the inclusion of HAZCO Services, Inc., acquired in the last half of 1993. Equipment rentals to the hazardous materials/environmental market by HAZCO grew significantly, until the above-mentioned slowdown in environmental remediation activity. Domestic commercial sales of instruments and specialty chemicals have continued to grow in 1995 and 1994, while the U.S. market for safety products continues to be flat. U.S. commercial sales in 1995 were about $41 / 2 \%$ higher than in 1994, which was 9\% higher than 1993.

Sales by international operations, stated in U.S. dollars, increased 16 1/2\% in 1995 and 4 1/2\% in 1994, after having decreased 10 1/2\% in 1993. Notable market growth occurred in Europe in 1995, following stabilization of economic conditions in 1994. Other market growth in 1995 and 1994 occurred in Australia, Brazil and Chile. The 1993 decrease was due primarily to currency exchange rate changes and the widespread economic recession, particularly in Europe.

Shipments of defense products to U.S. government agencies in 1995 were $\$ 34,815,000$, a $25 \%$ decrease from 1994 sales of $\$ 46,478,000$, which were $71 / 2 \%$ higher than 1993 shipments of $\$ 43,234,000$. These sales represent $7 \%$ of consolidated sales in 1995 as compared to $10 \%$ in 1994 and 1993. New contracts received in 1995 were $\$ 29,002,000$ as compared to $\$ 27,832,000$ in 1994 and $\$ 32,558,000$ in 1993. The 1995 year-end backlog was $\$ 30,430,000$, a $16 \%$ decrease from the 1994 year-end backlog of $\$ 36,243,000$.

The 1995 gross profit rate was $39.1 \%$, as compared to $37.6 \%$ in 1994 and $36.3 \%$ in 1993. The profitability of operations has improved with cost reductions from enhanced productivity and careful expense management. Historically and
currently, commercial sales carry much greater margins than military sales; thus the change of sales mix has also contributed to higher profit margins. The 1995 and 1994 gross profit has also been favorably affected by LIFO credits of $\$ 5,455,000$ and $\$ 6,923,000$, respectively, arising from liquidations of LIFO inventory values calculated at lower costs incurred in prior years, and adversely affected by charges of $\$ 2,140,000$ and $\$ 1,940,000$, respectively, arising from inventory valuation adjustments. The completion and partial termination of some government contracts and ongoing process reengineering has resulted in significant reductions in U.S. manufacturing inventories.

Depreciation, selling and administrative expenses were $32 \%$ of sales in 1995, $31 \%$ in 1994, and 32\% in 1993. Charges in 1995 included \$520,000 (\$1,650,000 in 1994) applicable to the implementation of new cost and manufacturing control systems, reengineering of the distribution system, and the creation of a customer service center. Additionally, 1995 operations has absorbed charges of \$730,000 for facilities consolidations and restructuring, as compared to charges of $\$ 3,086,000$ in 1994 and credits of $\$ 223,000$ in 1993 . The 1995 charges relate primarily to workforce reductions, while the 1994 charges relate primarily to completing the disposition of assets of the former Catalyst Research Division, which was closed in 1992. Equity in earnings of affiliates was decreased $\$ 980,000$ for prior period losses and reorganization costs incurred by a South African affiliate, Boart MSA, a joint venture in which the company has a minority position in the ownership and in operating management control.

The above-mentioned LIFO credits, inventory valuation adjustments, systems and restructuring costs, and losses of Boart MSA had in aggregate only minimal effect on net income and earnings per share in each of the three years 1993 through 1995.

The after-tax effects of foreign currency exchange losses charged to income in 1995 reduced net income $\$ 1,279,000$ or $\$ .23$ per share, as compared to $\$ 3,840,000$ or $\$ .65$ per share in 1994 and $\$ 3,204,000$ or $\$ .53$ per share in 1993 . The more significant losses resulted from the currency valuation changes that occurred in Brazil in each of the three years, and the devaluation of the Mexican peso in 1995 and 1994. The effective income tax rates, for which further information is included at note 8, were 42.9\% in 1995, 40.6\% in 1994, and 42.1\% in 1993.

FINANCIAL CONDITION AND FUNDS FLOW

Cash and cash equivalents decreased $\$ 22,470,000$ during 1995. Accounts receivable increased $\$ 2,257,000$ to $\$ 90,955,000$ at December 31, 1995. Trade receivables expressed in number of days' sales outstanding were 65 days, as compared to 64 days in 1994. Inventories increased $\$ 6,655,000$ to $\$ 83,621,000$ at December 31, 1995. Inventory measured against sales turned 5.8 times in 1995 and 6.0 times in 1994. Inventories remained about the same in the domestic companies but increased in the international companies, primarily because of currency exchange rate changes. The working capital ratio was 3.2 and 3.4 to 1 at yearsend 1995 and 1994, respectively.

Short-term debts of international affiliates are payable in local currencies, which is in keeping
with the company's policy of minimizing foreign currency exposures by offsetting foreign currency assets with foreign currency debt. The average interest rate on these loans, which includes the effects of borrowing in certain countries where local inflation has resulted in high interest rates, was approximately $13 \%$.

Long-term debt and the current portion thereof decreased $\$ 4,254,000$ to $\$ 17,329,000$, a conservative $6 \%$ of total capital. Total capital is defined as long-term debt plus current portion of long-term debt and shareholders' equity.

Capital expenditures were $\$ 19,136,000$ in 1995 , as compared to $\$ 22,614,000$ in 1994. The company has continued its program of plant and equipment modernization to increase efficiency of existing manufacturing and distribution facilities. For the most part, capital expenditures were financed internally through retained earnings. In the past five years, approximately $\$ 103$ million has been spent on new plants, equipment and distribution facilities.

Dividends paid on the common stock during 1995 (the 78th consecutive year of a dividend payment) were $\$ 1.06$ per share, up from the $\$ .94$ per share paid during 1994 and $\$ .92$ per share paid in 1993. The current quarterly cash dividend is $\$ .27$ per share on common stock. Cash dividends have been paid at a conservative percentage of income, which has permitted the company to finance its growth almost exclusively through retained earnings. During 1995, the company repurchased 638,815 common shares for $\$ 28,277,000$. As of December 31, 1995, an additional 196,417 shares may be repurchased under current authorizations.

Credit available at year-end with banks was the U.S. dollar equivalent of $\$ 15,131,000$. The company's financial position remains strong and should provide adequate capital resources for growth.

CUMULATIVE CURRENCY
TRANSLATION ADJUSTMENT
The year-end position of the U.S. dollar relative to foreign currencies resulted in translation gains of $\$ 2,876,000$ being credited to the cumulative translation adjustments shareholders equity account in 1995, as compared to gains of $\$ 5,050,000$ in 1994 and losses of $\$ 5,400,000$ in 1993. Significant translation gains occurred in Germany in 1995 and in Australia, Britain, and Germany in 1994, while significant losses occurred in Germany and Italy in 1993.

## COMMON STOCK

At December 31, 1995, there were 5,182,757 shares of common stock outstanding. There were approximately 420 identifiable common stockholders as of November 17, 1995, a recent date for dividends. The common stock last-sale price and up-to-the-minute volume information (Symbol: MNES) is included in the National Association of Security Dealers, Inc., (NASDAQ) National Market System. The quarterly high and low price quotations for common shares follow:

|  | 1995 |  |  |  | 1994 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Quarter | High |  | Low |  | High |  | Low |  |
| First | \$45 | 3/4 | \$42 | 1/2 | \$44 | 1/2 | \$41 | 1/2 |
| Second | 53 |  |  |  |  |  |  | 1/2 |
| Third | 55 |  | 50 | 1/2 | 46 | 1/2 | 40 | 3/4 |
| Fourth |  | 1/4 | 41 |  | 45 | 3/4 | 42 |  |

Common stock quarterly cash dividend information is as follows:

| Quarter | Amount Per Share | Record Date | Payment Date |
| :---: | :---: | :---: | :---: |
|  | 1995 |  |  |
| First | \$ . 25 | Feb. 17, 1995 | March 10, 1995 |
| Second | . 27 | May 12, 1995 | June 10, 1995 |
| Third | . 27 | Aug. 11, 1995 | Sept. 10, 1995 |
| Fourth | . 27 | Nov. 17, 1995 | Dec. 10, 1995 |
| Total | 1.06 |  |  |
|  | 1994 |  |  |
| First | \$ . 23 | Feb. 18, 1994 | March 10, 1994 |
| Second | . 23 | May 13, 1994 | June 10, 1994 |
| Third | . 23 | Aug. 12, 1994 | Sept. 10, 1994 |
| Fourth | . 25 | Nov. 18, 1994 | Dec. 10, 1994 |
| Total | . 94 |  |  |

The company's stock transfer agent is Norwest Bank Minnesota, N.A., 161 North Concord Exchange, P. O. Box 738, South St. Paul, MN 55075-0738.

Mine Safety Appliances Company's consolidated financial statements and related notes that appear in this Annual Report to Shareholders were prepared by the company in accordance with generally accepted accounting principles. In fulfilling its responsibilities for the integrity and objectivity of the consolidated financial statements, management maintains accounting procedures designed to provide accurate books, records and accounts which reasonably and fairly reflect the transactions of the company in a consistent manner on the accrual basis of accounting.

Company personnel are trained and given responsibilities to ensure adequate internal accounting controls at a cost commensurate with the risks involved. Internal accounting controls, monitored by an internal audit staff, provide reasonable assurances that transactions are executed in accordance with proper authorization and that adequate accountability for the company's assets is maintained

The Board of Directors, through its Audit Committee, is responsible for assuring that management fulfills its responsibilities in the preparation of the financial statements. The Audit Committee meets at least twice a year with the company's independent accountants to discuss the scope of their examination and any significant findings resulting therefrom.
/S/ James E. Herald

James E. Herald
Vice President--Finance
Chief Financial Officer

## Report of Independent Accountants

To the Shareholders and Board of Directors
of Mine Safety Appliances Company:
In our opinion, the accompanying consolidated balance sheet and the related consolidated statements of income, of earnings retained in the business, and of cash flows present fairly, in all material respects, the financial position of Mine Safety Appliances Company and its subsidiaries at December 31, 1995 and 1994, and the results of their operations and their cash flows for each of the three years in the period ended December 31, 1995, in conformity with generally accepted accounting principles. These financial statements are the responsibility of the Company's management; our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits of these statements in accordance with generally accepted auditing standards which require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements, assessing the accounting principles used and significant estimates made by management, and evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for the opinion expressed above.
/S/ Price Waterhouse LLP

Price Waterhouse LLP
Pittsburgh, Pennsylvania
February 16, 1996

| (In thousands, except per share amounts) |  |  |  |
| :---: | :---: | :---: | :---: |
| Year Ended December 31 | 1995 | 1994 | 1993 |
| Net sales. | \$487, 668 | \$459,607 | \$429, 220 |
| Other income. | 4,191 | 5,463 | 5,885 |
|  | 491,859 | 465,070 | 435,105 |
| Costs and expenses |  |  |  |
| Cost of products sold. | 296,845 | 286,725 | 273,350 |
| Selling, general and administrative | 138,187 | 124,714 | 121,529 |
| Depreciation. | 20, 002 | 18,527 | 17,294 |
| Interest. | 1,730 | 2,224 | 1,713 |
| Foreign currency losses. | 1,233 | 3,968 | 3,201 |
| Facilities consolidation and restructuring charges | 730 | 3,086 | (223) |
|  | 458,727 | 439,244 | 416,864 |
| Income before income taxes | 33,132 | 25,826 | 18,241 |
| Provision for income taxes | 14,220 | 10,497 | 7,686 |
| Net income. | \$ 18,912 | \$ 15,329 | \$ 10, 555 |
| Earnings per common share. | \$ 3.32 | \$ 2.58 | \$ 1.73 |
| Consolidated Statement of |  |  |  |
| Earnings Retained in the Business |  |  |  |
| (In thousands, except per share amounts) |  |  |  |
| Year Ended December 31 | 1995 | 1994 | 1993 |
| At beginning of year | \$296,993 | \$287, 286 | \$282,371 |
|  |  |  |  |
|  |  |  |  |
| Common--\$1.06, \$.94 and \$.92 per share | $(6,140)$ | $(5,569)$ | $(5,584)$ |
| Preferred--\$2.25 per share. | (53) | (53) | (56) |
| At end of year. | \$309, 712 | \$296,993 | \$287, 286 |


| December 31 |  | 1995 | 1994 |
| :---: | :---: | :---: | :---: |
| Assets |  |  |  |
| Current Assets | Cash. | \$ 4,807 | \$ 10, 108 |
|  | Temporary investments, at cost which approximates market | 27,143 | 44,312 |
|  | Receivables, less allowance for doubtful accounts \$2,640 and \$2,102. | 90,955 | 88,698 |
|  | Inventories. | 83,621 | 76,966 |
|  | Deferred tax assets--net. | 16,165 | 13,121 |
|  | Prepaid expenses and other current assets. | 5,934 | 4,111 |
|  | Total current assets. | 228,625 | 237,316 |
| Property | Land. | 6,639 | 6,502 |
|  | Buildings. | 106,927 | 104,487 |
|  | Machinery and equipment. | 218,977 | 206,001 |
|  | Construction in progress. | 6,720 | 5,119 |
|  | Total. | 339,263 | 322,109 |
|  | Less accumulated depreciation. | $(188,157)$ | $(170,153)$ |
|  | Net property. | 151,106 | 151,956 |
| Other Assets | Assets of discontinued business. | 323 | 1,208 |
|  | Other assets. | 26,546 | 26,571 |
|  | Total other assets. | 26,869 | 27,779 |
|  | Total. | \$406, 600 | \$417, 051 |
| Liabilities |  |  |  |
| Current |  |  |  |
| Liabilities | Notes payable and current portion of long-term debt. | \$ 6,003 | \$ 9,743 |
|  | Accounts payable.... | 24,123 | 25,864 |
|  | Employees' compensation. | 13,109 | 12,180 |
|  | Insurance... | 9,760 | 8,675 |
|  | Taxes on income. | 466 | $(1,090)$ |
|  | Other current liabilities | 18,523 | 15,450 |
|  | Total current liabilities. | 71,984 | 70,822 |
| Long-term Debt. |  | 14,746 | 16,564 |
| Other |  |  |  |
| Liabilities | Deferred tax liabilities--net. | 16,957 | 14,424 |
|  | Pensions and other employee benefits.. | 48,276 | 48,191 |
|  | Other noncurrent liabilities. | 1,097 | 1,075 |
|  | Total other liabilities. | 66,330 | 63,690 |
| Shareholders' | Equity |  |  |
|  | Preferred stock, $41 / 2 \%$ cumulative, $\$ 50$ par value (callable at $\$ 52.50$ ) Common stock, no par value (shares outstanding: | 3,569 | 3,569 |
|  |  | 8,300 | 8,048 |
|  | Cumulative translation adjustments.. | 2,177 | (699) |
|  | Earnings retained in the business. | 309,712 | 296,993 |
|  | Treasury shares, at cost........ | $(70,218)$ | $(41,936)$ |
|  | Total shareholders' equity.. | 253,540 | 265,975 |
|  | Total. | \$406, 600 | \$417, 051 |

[^0]| (In thousands) |  |  |  |
| :---: | :---: | :---: | :---: |
| Year Ended December 31 | 1995 | 1994 | 1993 |
| Operating Activities |  |  |  |
| Net income. | \$18,912 | \$15,329 | \$10,555 |
| Depreciation. | 20,002 | 18,527 | 17,294 |
| Pensions. | $(2,510)$ | $(1,305)$ | 151 |
| Deferred income taxes | (601) | 61 | (82) |
| Receivables. | $(2,257)$ | $(6,801)$ | $(6,118)$ |
| Inventories. | $(6,655)$ | 4,488 | 6,330 |
| Accounts payable and accrued liabilities | 4,902 | 6,963 | 5,442 |
| Other assets and liabilities. | 210 | (754) | $(3,797)$ |
| Other--including currency exchange adjustments | 3,607 | 4,163 | $(3,956)$ |
| Cash Flow From Operating Activities. | 35,610 | 40,671 | 25,819 |
| Investing Activities |  |  |  |
| Property additions. | $(19,136)$ | $(22,614)$ | $(21,642)$ |
| Property disposals. | 1,811 | 4,983 | 3,420 |
| Acquisitions and other investing | $(2,170)$ | 6,130 | $(4,180)$ |
| Cash Flow From Investing Activities. | $(19,495)$ | $(11,501)$ | $(22,402)$ |
| Financing Activities |  |  |  |
| Additions to long-term debt | 218 | 2,167 | 1,472 |
| Reductions of long-term debt | $(2,078)$ | $(13,949)$ | $(1,850)$ |
| Cash dividends. | $(6,193)$ | $(5,622)$ | $(5,640)$ |
| Stock options and purchases of company's stock | $(28,030)$ | $(8,526)$ | $(4,141)$ |
| Changes in notes payable and short-term debt. | $(3,973)$ | 2,978 | 399 |
| Cash Flow From Financing Activities. | $(40,056)$ | $(22,952)$ | $(9,760)$ |
| Effect of exchange rate changes on cash. | 1,471 | 1,768 | $(2,632)$ |
| Increase (decrease) in cash and cash equivalents. | $(22,470)$ | 7,986 | $(8,975)$ |
| Beginning cash and cash equivalents. | 54,420 | 46,434 | 55,409 |
| Ending cash and cash equivalents. | \$31,950 | \$54,420 | \$46,434 |
| Supplemental cash flow information: |  |  |  |
| Interest payments. | \$ 1,922 | \$ 1,983 | \$ 1,467 |
| Income tax payments. | 13,638 | 13,947 | 9,013 |

[^1]Note 1--Basis of Presentation
Significant accounting policies are stated in italics at the applicable notes to consolidated financial statements

THE PREPARATION OF FINANCIAL STATEMENTS IN CONFORMITY WITH GENERALLY ACCEPTED ACCOUNTING PRINCIPLES REQUIRES MANAGEMENT TO MAKE ESTIMATES AND ASSUMPTIONS THAT AFFECT THE REPORTED AMOUNTS OF ASSETS AND LIABILITIES AND DISCLOSURE OF CONTINGENT ASSETS AND LIABILITIES AT THE DATE OF THE FINANCIAL STATEMENTS AND THE REPORTED AMOUNTS OF REVENUES AND EXPENSES DURING THE REPORTING PERIOD. ACTUAL RESULTS COULD DIFFER FROM THOSE ESTIMATES.

ALL SIGNIFICANT MAJORITY-OWNED COMPANIES ARE INCLUDED IN THE CONSOLIDATED FINANCIAL STATEMENTS. INVESTMENTS IN WHICH THE COMPANY HAS AN EQUITY INTEREST OF 20\% TO 50\% ARE CARRIED AT EQUITY IN NET ASSETS. INTERCOMPANY TRANSACTIONS ARE ELIMINATED IN CONSOLIDATION

SALES UNDER CONTRACTS ARE RECORDED AT FIXED OR ESTIMATED CONTRACT SALES PRICES AS DELIVERIES ARE MADE. CONTRACTS REQUIRING PERFORMANCE OVER SEVERAL PERIODS ARE ACCOUNTED FOR BY THE PERCENTAGE-OF-COMPLETION METHOD OF ACCOUNTING. PROFITS EXPECTED TO BE REALIZED ARE BASED ON ESTIMATES OF TOTAL SALES AND COSTS AT COMPLETION. THESE ESTIMATES ARE PERIODICALLY REVIEWED AND REVISED DURING THE CONTRACT PERFORMANCE PERIOD. ADJUSTMENTS TO PROFITS ARE RECORDED IN THE PERIOD IN WHICH ESTIMATES ARE REVISED; LOSSES ARE RECOGNIZED IN FULL AS THEY ARE IDENTIFIED

PROPERTY IS STATED AT COST. DEPRECIATION IS BASED ON ESTIMATED USEFUL LIVES USING ACCELERATED AND STRAIGHT-LINE METHODS. MAINTENANCE AND REPAIRS ARE CHARGED TO EXPENSE. RENEWALS AND BETTERMENTS WHICH SUBSTANTIALLY EXTEND THE USEFUL LIFE OF PROPERTY ARE CAPITALIZED. ACCUMULATED ALLOWANCES FOR DEPRECIATION OF BUILDINGS, MACHINERY AND EQUIPMENT RETIRED OR OTHERWISE ISPOSED OF ARE ELIMINATED FROM THE ACCOUNTS UPON DISPOSITION. PROFITS OR LOSSES RESULTING FROM SUCH DISPOSITIONS ARE INCLUDED IN INCOME.

CASH AND CASH EQUIVALENTS IN THE CONSOLIDATED STATEMENT OF CASH FLOWS INCLUDES TEMPORARY INVESTMENTS THAT ARE READILY MARKETABLE AND HAVE MINIMAL RISK AS TO CHANGE IN VALUE. CERTAIN SECURITIES HAVE MATURITIES IN EXCESS OF NINETY DAYS; BUT, AS PART OF THE COMPANY'S CASH MANAGEMENT PROGRAM, MATURITIES ARE SCHEDULED BASED ON EXPECTED CASH NEEDS FOR THE ENSUING TWELVE MONTHS.

EARNINGS PER SHARE IS COMPUTED BASED UPON THE WEIGHTED AVERAGE NUMBER OF COMMON SHARES OUTSTANDING DURING EACH YEAR. THE COMPUTATION RECOGNIZES DIVIDENDS PAID ON PREFERRED STOCK BUT DOES NOT INCLUDE A NEGLIGIBLE DILUTIVE EFFECT OF STOCK OPTIONS.

Note 2--Leases
The company leases warehouses, sales offices, manufacturing facilities and equipment under agreements expiring at various dates through 2005, with renewal options existing for varying periods. Rental expense for these leases charged to income was $\$ 6,970,000$ in $1995, \$ 6,452,000$ in 1994 , and $\$ 6,438,000$ in 1993. Future minimum rental commitments under noncancelable leases are not significant.

Note 3--Other Income
Other income is summarized as follows:

|  | (In thousands) |  |  |
| :---: | :---: | :---: | :---: |
|  | 1995 | 1994 | 1993 |
| Interest | \$3,585 | \$3, 043 | \$3,732 |
| Commissions, royalties <br> and product services.............. | 1,959 | 1,940 | 1,335 |
| Dispositions of assets. | (320) | 103 | 127 |
| Equity in earnings of affiliates | (451) | 212 | 427 |
| Other | (582) | 165 | 264 |
| Total. | 4,191 | 5,463 | 5,885 |

Note 4--Stock Plans
The company's Management Share Incentive Plan permits the granting of restricted stock awards and stock options to eligible key employees through December 1997. The 1990 Non-Employee Directors' Stock Option Plan provides for annual grants of stock options to eligible directors. Pursuant to these Plans, 337,225 shares were reserved for future grants as of December 31, 1995.

Shares of common stock, in the form of restricted stock bonus, have been given to employees without payment to the company in consideration of services to be performed in ensuing five-year periods. So long as certain restrictions apply, these shares may not be sold and may be subject to forfeiture under certain circumstances. THE EXPENSE TO THE COMPANY IS MEASURED BY THE MARKET VALUE OF THE SHARES WHEN AWARDED AND IS AMORTIZED BY CHARGES TO OPERATIONS OVER THE PERIOD THAT THE EMPLOYEE PROVIDES THE SERVICE. The expense charged to operations was $\$ 238,000$ in 1995, $\$ 413,000$ in 1994 , and $\$ 371,000$ in 1993. A summary of the restricted stock bonus awards is as follows:

Restrictions lapsing in:
1996........................... 7, 479

1997 and 1998................ 14, 976

Stock options of 38,160 shares for key employees and 8,200 shares for non-employee directors were outstanding at December 31, 1995. These options may be exercised in whole or in part at various dates through February 23, 2004 at option prices equivalent to or higher than the market values at date of grant. Changes in stock options outstanding follow:

|  | Shares | Price per | share |
| :---: | :---: | :---: | :---: |
| December 31, 1992 | 38,720 | \$27.00 to | 61.33 |
| Granted | 1,400 |  | 47.13 |
| Forfeited | $(7,600)$ |  | 55.75 |
| December 31, 1993 | 32,520 | 27.00 to | 61.33 |
| Granted | 20,140 | 40.43 to | 48.40 |
| Forfeited | $(3,400)$ |  | 61.33 |
| December 31, 1994 | 49,260 | 27.00 to | 55.75 |
| Granted | 3,000 |  | 44.00 |
| Exercised | $(5,900)$ | 40.43 to | 47.13 |
| December 31, 1995 | 46,360 | 27.00 to | 55.75 |

## Notes to Consolidated Financial Statements

Note 5--Business Segments and International Operations
The company is primarily engaged in the manufacture and sale of safety and health equipment. Principal products include respiratory protective equipment, head protection, eye and face protection, hearing protectors, safety clothing, industrial emergency care products, mining safety equipment and monitoring instruments. These safety and health products account for more than $90 \%$ of revenues, operating profits and assets. Other products which do not fall within the safety and health equipment segment of the company's business include boron-based and other specialty chemicals.

Information about the company's operations in different geographic areas is summarized as follows:

|  | (In thousands) |  |  |
| :---: | :---: | :---: | :---: |
|  | 1995 | 1994 | 1993 |
| Net Sales and Revenues |  |  |  |
| U.S. operations. | \$274,148 | \$277,591 | \$254, 823 |
| European operations. | 135,367 | 114,030 | 114,169 |
| Other non-U.S. operations. | 79,164 | 70,091 | 61,969 |
| Net Sales and Revenues. | 488,679 | 461,712 | 430,961 |
| Intercompany Transfers |  |  |  |
| U.S. operations. | 22,779 | 19,067 | 17,937 |
| European operations. | 18, 014 | 13,601 | 12,886 |
| Other non-U.S. operations | 795 | 625 | 550 |
| Intercompany Transfers. | 41,588 | 33,293 | 31,373 |
| Operating Profit and Income Before Income Taxes |  |  |  |
| U.S. operations. | 22,870 | 20,195 | 13,239 |
| European operations. | 4,984 | 3,896 | $(1,519)$ |
| Other non-U.S. operations | 6,475 | 4,624 | 2,944 |
| Eliminations | $(1,970)$ | (935) | 931 |
| Operating Profit/(1)/. | 32,359 | 27,780 | 15,595 |
| Interest expense. | $(1,730)$ | $(2,224)$ | $(1,713)$ |
| Corporate income/(expense)-net | 2,503 | 270 | 4,359 |
| Income Before Income Taxes. | 33,132 | 25,826 | 18,241 |
| Identifiable Assets and Total Assets |  |  |  |
| U.S. operations. | 234,237 | 236,286 | 234,650 |
| European operations. | 106,854 | 96,963 | 96,064 |
| Other non-U.S. operations. | 44, 050 | 38,615 | 33,705 |
| Eliminations. | $(14,684)$ | $(14,476)$ | $(12,657)$ |
| Identifiable Assets. | 370,457 | 357,388 | 351, 762 |
| Corporate assets. | 35,820 | 58,455 | 48,947 |
| Discontinued operations. | 323 | 1,208 | 7,175 |
| Total Assets. | 406,600 | 417,051 | 407,884 |
| Net Assets of Non-U.S. Operations/(2)/. | 99,163 | 92,285 | 82,273 |
| Net Income of Non-U.S. Operations. | 6,364 | 4,675 | 2,666 |

(1) Prior years restated to include foreign currency losses \$3,968 in 1994 and \$3,201 in 1993.
(2) See Note 16 to consolidated financial statements for effects of currency translation adjustments.

Transfers between geographic areas are stated at established intercompany selling prices. Operating profit is total revenues less operating expenses. Interest income and expense, equity in unconsolidated affiliates, facilities consolidation and restructuring charges, and income taxes have not been included in computing operating profit. Corporate assets not included in identifiable assets are principally cash and investments.

Sales by U.S. operations to U.S. government agencies were \$34,815,000 in 1995, \$46,478,000 in 1994, and \$43,234,000 in 1993.

Note 6--Discontinued Operations
In 1992 the company decided to discontinue the operations of
Transfer-Metallisierte Produkte GmbH (TMP), a joint venture in Germany to produce metallized paper. Operating activities ceased during 1993. The company continues the process of disposing of the assets and settling its liabilities.

Note 7--Research and Development Expense
RESEARCH AND DEVELOPMENT COSTS, CHARGED AGAINST INCOME AS INCURRED, were \$20,366,000 in 1995, \$20,575,000 in 1994, and \$21,000,000 in 1993.

Note 8--Income Taxes
INCOME TAXES ARE ACCOUNTED FOR IN ACCORDANCE WITH STATEMENT OF FINANCIAL
ACCOUNTING STANDARDS NO. 109. DEFERRED TAX BALANCES ARE STATED AT TAX RATES
EXPECTED TO BE IN EFFECT WHEN TAXES ARE ACTUALLY PAID OR RECOVERED. NO PROVISION IS MADE FOR UNDISTRIBUTED EARNINGS OF INTERNATIONAL COMPANIES SINCE LITTLE OR NO TAX WOULD RESULT UNDER APPLICABLE EXISTING STATUTES OR BECAUSE MANAGEMENT INTENDS THAT THESE EARNINGS BE PERMANENTLY REINVESTED FOR WORKING CAPITAL AND CAPITAL EXPENDITURE REQUIREMENTS.

The U.S. and non-U.S. components of income before income taxes, and provisions for income taxes are summarized as follows:

|  | (In thousands) |  |  |
| :---: | :---: | :---: | :---: |
|  | 1995 | 1994 | 1993 |
| Income Before Income Taxes |  |  |  |
| U.S. income. | \$28,501 | \$19,933 | \$16,304 |
| Non-U.S. income. | 11,700 | 11,177 | 6,055 |
| Currency translation (losses) | (887) | $(3,024)$ | $(3,080)$ |
| Eliminations. | $(6,182)$ | $(2,260)$ | $(1,038)$ |
| Income Before Income Taxes. | 33,132 | 25,826 | 18,241 |
| Provisions For Income Taxes |  |  |  |
| Current |  |  |  |
| Federal. | 8,451 | 6,220 | 4,427 |
| State. | 1,642 | 1,537 | 1,122 |
| Non-U.S. | 4,728 | 2,679 | 2,219 |
| Total current provision. | 14,821 | 10,436 | 7,768 |
| Deferred |  |  |  |
| Federal. | (584) | (801) | 351 |
| State. | (13) | (43) | (2) |
| Non-U.S. | (4) | 905 | (431) |
| Total deferred provision. | (601) | 61 | (82) |
| Provisions for Income Taxes. | 14,220 | 10,497 | 7,686 |

The components of deferred taxes are as follows:

| Deferred tax assets: |  |  |  |
| :---: | :---: | :---: | :---: |
| Postretirement benefits. | 5,666 | 5,903 | 5,792 |
| Inventory reserves and unrealized profits | 5,975 | 5,344 | 5,027 |
| Vacation allowances. | 2,048 | 2,054 | 2,059 |
| Postemployment benefits. | 1,251 | 1,580 | 1,630 |
| Liability insurance. | 3,153 | 2,319 | 1,749 |
| Loss carryforwards. | 1,785 | 2,502 | 5,360 |
| Other............ | 3,489 | 3,583 | 2,258 |
| Total deferred tax assets. | 23,367 | 23,285 | 23,875 |
| Deferred tax (liability)--depreciation. | $(24,159)$ | $(24,588)$ | $(25,065)$ |
| Net deferred taxes. | (792) | $(1,303)$ | $(1,190)$ |
| The following is a reconciliation of income taxes calculated |  |  |  |
| at the U.S. Federal income tax rate of $35 \%$ to the provision for income taxes: |  |  |  |
| Provision for income taxes at statutory rate. | 11,596 | 9,039 | 6,384 |
| State income taxes. | 1,059 | 971 | 728 |
| Currency translation | 310 | 1,058 | 1,078 |
| Non-U.S. taxes. | 694 | (293) | (817) |
| Other--net | 561 | (278) | 313 |
| Provision for income taxes | 14,220 | 10,497 | 7,686 |

[^2]taxes have not been provided were \$63,561,000 at December 31, 1995.

Note 9--Capital Stock
The authorized capital of the company consists of:
Common stock, no par value--20,000,000 shares
. Second cumulative preferred voting stock, \$10 par value-1,000,000 shares
4 1/2\% cumulative preferred stock, \$50 par value--100,000 shares
Common stock activity is summarized as follows:

|  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Shares Issued | Shares In <br> Treasury | Common Stock | Treasury Cost |
| Balances January 1, 1993. | 6,686,317 | 607,531 | \$6,872 | \$ 27,779 ) |
| Management Share Incentive Plan issues | 27,186 |  | 1,176 |  |
| Purchased for treasury. |  | 94,344 |  | $(4,099)$ |
| Balances December 31, 1993. | 6,713,503 | 701,875 | 8,048 | $(31,878)$ |
| Management Share Incentive Plan forfeitures |  | 632 |  | (27) |
| Purchased for treasury....... |  | 195,324 |  | $(8,483)$ |
| Balances December 31, 1994. | 6,713,503 | 897,831 | 8,048 | $(40,388)$ |
| Stock options exercised. | 5,900 |  | 252 |  |
| Purchased for treasury. |  | 638,815 |  | $(28,277)$ |
| Balances December 31, 1995. | 6,719,403 | 1,536,646 | 8,300 | $(68,665)$ |

Second cumulative preferred voting stock--none has been issued.
As to the $41 / 2 \%$ cumulative preferred stock, 71,373 shares have been issued (none during the three years ended December 31, 1995), while the amounts held in treasury are as follows:

| December 31 | Shares | Cost (in thousands) |
| :---: | :---: | :---: |
| 1993 | 47,268 | \$ $(1,532)$ |
| 1994 | 47,775 | $(1,548)$ |
| 1995 | 47,935 | $(1,553)$ |

Note 10--Inventories
THE U.S. INVENTORIES ARE VALUED ON THE LAST-IN, FIRST-OUT (LIFO) COST METHOD. OTHER INVENTORIES ARE VALUED AT THE LOWER OF COST, USING AVERAGE OR CURRENT STANDARD COSTS WHICH APPROXIMATE ACTUAL COSTS ON A FIRST-IN, FIRST-OUT (FIFO) BASIS, OR MARKET, DETERMINED BY REPLACEMENT COST OR NET REALIZABLE VALUE.

Significant reductions of domestic inventories during 1995 and 1994 caused liquidations of LIFO inventory values calculated at lower costs incurred in prior years. The effect of these liquidations has been to reduce cost of sales by $\$ 5,455,000$ in 1995 and $\$ 6,923,000$ in 1994, and to increase net income by $\$ 3,200,000$ ( $\$ .56$ per share) and $\$ 4,189,000$ ( $\$ .71$ per share), respectively.

Inventories are summarized as follows:

|  | (In thousands) |  |  |
| :---: | :---: | :---: | :---: |
|  | 1995 | 1994 | 1993 |
| Finished products. | \$34,970 | \$33,576 | \$30,409 |
| Work in process. | 16,135 | 14,013 | 20,001 |
| Raw materials and supplies. | 32,516 | 29,377 | 31, 044 |
| Total inventories. | 83,621 | 76,966 | 81,454 |
| Excess of FIFO costs over LIFO costs. | 55,185 | 59,178 | 63,033 |

Inventories stated on the LIFO basis represent $39 \%$, $43 \%$, and $58 \%$ of the total inventories at December 31, 1995, 1994, and 1993, respectively.

Note 11--Long-Term Debt

|  | (In thousands) |  |
| :---: | :---: | :---: |
| U.S. | 1995 | 1994 |
| Industrial development debt issues payable through 2022, 5.4\%..... | \$10,750 | \$13,650 |
| Other, 2.2\% to 16.9\%. | 336 | 952 |

International companies
Various notes payable through 1998,
$5 \%$ to $9.1 \%$ (\$4,990 secured
Long-term debt. . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . 14, 746 16, 564

Approximate maturities of these obligations over the next five years are $\$ 2,583,000$ in 1996, \$1,480,000 in 1997, \$1,057,000 in 1998, \$417,000 in 1999, and $\$ 348,000$ in 2000. Some U.S. loan agreements contain covenants to maintain specified levels of shareholders' equity.

Note 12--Contingencies
A portion of the company's business is with departments and agencies of the United States government. Contracts related to this business are subject to profit limitations and terminations. The company also has certain contingent liabilities with respect to commitments and litigation. In the opinion of management, these contingencies will not result in any significant losses to the company.

Note 13--Short-Term Debt
Short-term bank lines of credit amounted to $\$ 18,493,000$ of which $\$ 15,131,000$ was unused at December 31, 1995. Generally, these short-term lines of credit are renewable annually and there are no significant commitment fees or compensating balance requirements. Short-term borrowings with banks, which exclude the current portion of long-term debt, were $\$ 3,362,000$ and $\$ 4,679,000$ at December 31, 1995 and 1994, respectively. The average month-end balance of total short-term borrowings during 1995 was $\$ 4,891,000$ while the maximum month-end balance of $\$ 6,073,000$ occurred at January 31,1995 . The average interest rate during 1995 was approximately $13 \%$ based upon total short-term interest expense divided by the average month-end balance outstanding, and 14\% at year-end. This average interest rate is affected by borrowings in certain countries where local inflation has resulted in relatively high interest rates.

Note 14--Retirement Plans
Substantially all employees are covered by non-contributory pension plans. Various U.S. employees also participate in a contributory retirement savings plan wherein employees may contribute from 1\% to 8\% of their compensation to a trust fund, to which the company contributes an amount equal to $50 \%$ of the employees' contributions. The company's expense for these plans was \$3,069,000 in 1995, \$4,647,000 in 1994, and \$4,408,000 in 1993.

THE NON-CONTRIBUTORY PENSION PLANS ARE ACCOUNTED FOR IN ACCORDANCE WITH
STATEMENT OF FINANCIAL ACCOUNTING STANDARDS NO. 87 WHICH REQUIRES USE OF THE PROJECTED UNIT CREDIT COST METHOD TO DETERMINE THE PROJECTED BENEFIT OBLIGATION AND PLAN COST. THE PRINCIPAL U.S. PLAN IS FUNDED IN COMPLIANCE WITH THE EMPLOYEE RETIREMENT INCOME SECURITY ACT (ERISA). IT IS THE GENERAL POLICY TO FUND CURRENT COSTS FOR THE INTERNATIONAL PLANS EXCEPT IN GERMANY, WHERE IT IS COMMON PRACTICE AND PERMISSIBLE UNDER TAX LAWS TO ACCRUE BOOK RESERVES
Non-contributory plan benefits are generally based on years of service and employees' compensation during the last years of employment. Benefits are paid from funds previously provided to trustees or are paid by the company and charged to the book reserves.

Information pertaining to the non-contributory defined benefit plans is provided in the following tables.
Cost for Defined Benefits Plans

Cost for Defined Benefits Plans

| (In thousands) | U.S. Plans |  |  |
| :---: | :---: | :---: | :---: |
|  | 1995 | 1994 | 1993 |
| Service cost--benefits earned during the period | \$ 2, 826 | \$ 3,458 | \$ 2,894 |
| Interest cost on projected benefit obligation. | 10, 023 | 9,834 | 9,558 |
| Actual (return)/loss on plan assets. | $(45,817)$ | (971) | $(22,879)$ |
| Net amortization and deferral. | 29,169 | $(13,137)$ | 9,937 |
| Special pension benefit adjustments associated with early retirement and restructuring... | (508) |  | (728) |
| Pension expense (income). | $(4,307)$ | (816) | $(1,218)$ |

International Plans

| 1995 | 1994 | 1993 |
| :---: | :---: | :---: |
| \$ 1,939 | \$ 1,686 | \$ 1, 361 |
| 4, 055 | 3,170 | 2,910 |
| $(1,964)$ | (704) | $(2,219)$ |
| 896 | (267) | 1,320 |
|  |  | $(1,655)$ |
| 4,926 | 3,885 | 1,717 |

Funding Status and Projected Benefit Obligation Reconciliation
December 31 (In thousands)

| Actuarial present value of benefit obligations: Accumulated benefit obligation |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Vested | 119,959 | 108,697 | 108,439 | 47,125 | 41, 058 | 22,157 |
| Nonvested | 1,962 | 2,043 | 1,917 | 1,230 | 2,422 | 980 |
| Total | 121, 921 | 110,740 | 110,356 | 48,355 | 43,480 | 23,137 |
| Plan assets at fair value, primarily listed stocks and bonds | 209, 902 | 173,171 | 179,832 | 18, 211 | 16,922 | 16,071 |
| Projected benefit obligation | 146, 097 | 128,389 | 136, 034 | 54,101 | 48,112 | 35,621 |
| Plan assets in excess of (less than) projected benefit obligation. | 63,805 | 44,782 | 43,798 | $(35,890)$ | $(31,190)$ | $(19,550)$ |
| The excess (less than) consists of: |  |  |  |  |  |  |
| Unamortized portion of transition gain (loss), being recognized over future years. | 7,017 | 7,931 | 9,231 | $(1,422)$ | $(1,325)$ | (886) |
| Unrecognized net gain (loss) from past experience different from that assumed. | 52,979 | 38,144 | 37,331 | (331) | $(1,719)$ | 1,836 |
| Unrecognized prior service cost | $(2,693)$ | $(3,074)$ | $(3,380)$ | (815) | (544) | (579) |
| Minimum liability for unfunded plans | 1,301 | 1, 042 | 1, 097 |  |  |  |
| (Accrued)/prepaid pension cost included in the consolidated balance sheet................. | 5,201 | 739 | (481) | $(33,322)$ | $(27,602)$ | $(19,921)$ |
| Total. | 63,805 | 44,782 | 43,798 | $(35,890)$ | $(31,190)$ | $(19,550)$ |
| Assumed long-term rates of return on assets | 9\% | 9\% | 9\% | 8-9\% | 8-9\% | 7-9\% |
| Assumed discount rates for future benefits | 7 1/4 | 8 1/4 | 7 1/2 | 7-8 1/2 | 7-8.9 | 5 3/4-9 |
| Assumed long-term rates for compensation increases | 5 | 5 | 5 | 4-6 1/2 | 4-6 | 3-6 |

Note 15--Postretirement Benefits
The company provides certain health care benefits and limited life insurance for retired employees and their eligible dependents, THE COSTS FOR WHICH ARE ACCOUNTED FOR IN ACCORDANCE WITH STATEMENT OF FINANCIAL ACCOUNTING STANDARDS (SFAS) NO. 106. SFAS NO. 106 REQUIRES RECOGNITION OF RETIREE HEALTH AND LIFE INSURANCE BENEFITS DURING THE EMPLOYEES' SERVICE WITH THE COMPANY. Further information about these benefits is provided in the following tables.
Cost for Benefits
(In thousands)

| Service cost--benefits earned during the period. | \$ 349 | \$ 471 | \$ 447 |
| :---: | :---: | :---: | :---: |
| Interest cost on projected benefit obligation. | 1,168 | 1,198 | 1,192 |
| Amortization of (gain)/loss................. |  | 40 |  |
| Special benefit adjustments associated with early retirement and restructuring. | (247) |  |  |
| Retirement benefits expense. | 1,270 | 1,709 | 1,639 |
| Funded Status and Accumulated Postretirement Benefit Obligation Reconciliation December 31 (In thousands) |  |  |  |
| Accumulated postretirement benefit obligation: |  |  |  |
| Active employees. | 3,352 | 3,188 | 3,582 |
| Other active participants | 7,224 | 6,098 | 7,647 |
|  | 10,576 | 9,286 | 11,229 |
| Retirees. | 6,031 | 5,389 | 5,615 |
| Total. | 16,607 | 14,675 | 16,844 |
| Unamortized (loss) | $(2,241)$ | (222) | $(2,565)$ |
| Accrued postretirement benefit cost included in consolidated balance sheet | 14,366 | 14,453 | 14,279 |
| Assumed discount rates for future benefits | 7 1/4\% | 8 1/4\% | 7 1/2\% |

Annual rates of increase in the costs of covered health care benefits
assumed for 1995 were 7\%, decreasing gradually to $4 \%$ for the year 1998 and
thereafter. The health care cost trend rate assumption has a significant effect on the amounts reported; a one-percentage-point increase in each year would increase the accumulated postretirement benefit obligation by $\$ 1,220,000$ and increase the current service and interest costs for the year by $\$ 230,000$.

Note 16--Foreign Currency
AN APPROPRIATE FUNCTIONAL CURRENCY IS DETERMINED FOR EACH ENTITY. THE FINANCIAL STATEMENTS OF COMPANIES FOR WHICH THE UNITED STATES DOLLAR IS DETERMINED TO BE THE FUNCTIONAL CURRENCY ARE TRANSLATED USING APPROPRIATE CURRENT AND HISTORIC EXCHANGE RATES; ADJUSTMENTS RELATED THERETO ARE INCLUDED IN INCOME FOR THE CURRENT PERIOD. THE FINANCIAL STATEMENTS OF ALL OTHER COMPANIES ARE TRANSLATED FROM THEIR FUNCTIONAL CURRENCY INTO UNITED STATES dOLLARS USING CURRENT EXCHANGE RATES; THE RESULTANT TRANSLATION ADJUSTMENTS ARE NOT INCLUDED IN INCOME BUT ARE ACCUMULATED IN A SEPARATE EQUITY ACCOUNT. TRANSACTION GAINS AND LOSSES ARE RECOGNIZED IN INCOME FOR THE CURRENT PERIOD.

Foreign currency effects are summarized as follows:

| (In thousands) |  |  |
| :---: | :---: | :---: |
| 1995 | 1994 | 1993 |


| Currency (gains)/losses charged |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| to income arising from: |  |  |  |  |
| Translation--Latin American companies. | \$ | 887 | \$3, 024 | \$3,080 |
| Transactions |  | 346 | 944 | 121 |
| Total |  | 1,233 | 3,968 | 3,201 |
| Currency translation (gains)/losses charged directly to equity |  |  |  |  |
| adjustment account. |  | $(2,876)$ | $(5,050)$ | 5,400 |

Note 17--Quarterly Financial Information (Unaudited)
(In thousands, except earnings per share)
1st 2nd 3rd 4th Year

| Net sales. | \$118,162 | \$125, 207 | \$119,995 | \$124, 304 | \$487, 668 | \$109,522 | \$115,133 | \$114, 889 | \$120, 063 | \$459, 607 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Gross profit. | 46,346 | 48,523 | 45,110 | 50,844 | 190,823 | 39, 009 | 43, 854 | 42,749 | 47,270 | 172,882 |
| Net income. | 5,718 | 5,611 | 3,836 | 3,747 | 18,912 | 2,560 | 3,468 | 4,593 | 4,708 | 15,329 |
| Earnings per share. | . 98 | . 96 | . 67 | . 71 | 3.32 | . 43 | . 57 | . 78 | . 80 | 2.58 |


(1) Earnings per common share are calculated after deducting dividends on preferred stock and are based on the weighted average number of shares outstanding during each year.
(2) Statements of Financial Accounting Standards No. 106 (Postretirement Benefits), No. 109 (Income Taxes), and No. 112 (Postemployment Benefits) adopted January 1, 1992.

## MINE SAFETY APPLIANCES COMPANY

The registrant's present affiliates include the following:

| Name | State or other <br> Jurisdiction of <br> Incorporation |
| :--- | :--- |
|  |  |
| Compania MSA de Argentina S.A. |  |
| MSA (Aust.) Pty. Limited | Argentina |
| MSA Export Limited | Australia |
| MSA do Brasil Ltda. | Barbados |
| MSA Canada | Brazil |
| MSA de Chile Ltda. | Canada |
| Baseline Industries, Inc. | Chile |
| MSA International, Inc. | Colorado |
| MSA de France | Delaware |
| Auergesellschaft GmbH | France |
| MSA/Auer Safety Technology | Germany |
| MSA Italiana S.p.A. | Hungary |
| MSA Japan Ltd. | Japan |
| MSA de Mexico, S.A. de C.V. | Mexico |
| MSA Nederland, B.V. | Netherlands |
| HAZCO Services, Inc. | Ohio |
| MSA del Peru S.A. | Peru |
| MSA (Britain) Limited | Scotland |
| MSA S.E. Asia Pte. Ltd. | Singapore |
| MSA Espanola S.A. | Spain |
| AB Tegma | Sweden |
| MSA (Switzerland) Ltd. | Switzerland |
| Aritron Instrument A.G. | Switzerland |
| MSA Zimbabwe (Pvt.) Limited | Zimbabwe |

The above-mentioned affiliated companies are included in the consolidated financial statements of the registrant filed as part of this annual report. The names of certain other affiliates, which considered in the aggregate as a single affiliate would not constitute a significant affiliate, have been omitted.

We hereby consent to the incorporation by reference in the Registration
Statement on Form S-8 (No. 33-22284) of the 1987 Management Share Incentive Plan and the Registration Statement on Form S-8 (No. 33-43696) of the 1990 NonEmployee Directors' Stock Option Plan of Mine Safety Appliances Company of our report dated February 16, 1996, appearing on page 13 of the 1995 Annual Report to Shareholders of Mine Safety Appliances Company, which is incorporated by reference in this Annual Report on Form $10-\mathrm{K}$. We also consent to the incorporation by reference of our report on the Financial Statement Schedule, which appears on page F-1 of this Form $10-\mathrm{K}$. We also consent to the reference to us under the heading "Experts" in such Statements.

Price Waterhouse LLP
600 Grant Street
Pittsburgh, Pennsylvania 15219
March 27, 1996
DEC-31-1995
DEC-31-1995
27,143 4,807
27,143
93, 595
$(2,640)$
83, 621

22, 099 339, 263
$(188,157)$
406, 600
71,984

$$
\begin{array}{cc} 
& 14,74 \\
& 3,569 \\
8,300
\end{array}
$$

241, 671
406, 600
491, 859 296, 845
316, 847
1,233
1,730
33, 132
14, 220
18, 912
${ }^{0}$
0
18, 912
3.32
3.32


[^0]:    See notes to consolidated financial statements.

[^1]:    See notes to consolidated financial statements

[^2]:    Undistributed earnings of international companies for which U.S. income

