QUARTERLY REPORT UNDER SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934
For the quarter ended March 31, 2000 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)

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 April 30, 2000, there were outstanding $4,839,685$ shares of common stock without par value, including 547,870 shares held by the Mine Safety Appliances Company Stock Compensation Trust.


## LIABILITIES AND SHAREHOLDERS' EQUITY

Current liabilities
Notes payable and current portion of long-term debt $\$$ 5,224 \$ 4,477
Accounts payable
Employees' compensation
Insurance
Taxes on income
Other current liabilities
Total current liabilities

Long-term debt
Pensions and other employee benefits
Deferred tax liabilities
Other noncurrent liabilities
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
Second cumulative preferred voting stock - authorized 1,000,000 shares of $\$ 10$ par value; none issued
Common stock - authorized 20,000,000 shares of no par value; issued 6,778,599 and 6,778,599 (outstanding
$4,291,815$ and 4,291,671)
Stock compensation trust - 547,870 and 567,630 shares
12,914
12,596
$(25,750)$
$(26,679)$
Less treasury shares, at cost:
Preferred - 49,713 and 49,713 shares
Common - 1,938,914 and 1,919,298 shares
Deferred stock compensation
Accumulated other comprehensive loss
Earnings retained in the business

| $(1,608)$ | $(1,608)$ |
| ---: | ---: |
| $(96,394)$ | $(95,154)$ |
| $(1,644)$ | $(504)$ |
| $(16,564)$ | $(14,831)$ |
| 371,056 | 365,068 |
| ----- | .---- |
| 245,579 | 242,457 |

$53,024 \quad 54,111$
36,281 35,961

| 5,224 | 4,477 |
| ---: | ---: |
| 28,733 | 29,056 |
| 12,119 | 11,048 |
| 11,005 | 10,402 |
| 7,966 | 3,878 |
| 23,842 | 21,144 |
| ------ | .----- |
| 88,889 | 80,005 |
| ----- | .---- |
| 36,506 | 36,550 |
| 53,024 | 54,111 |
| 36,281 | 35,961 |
| 2,504 | 2,657 |

$$
3,569 \quad 3,569
$$

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

|  | Three Months Ended March 31 |  |  |
| :---: | :---: | :---: | :---: |
|  |  | 2000 | 1999 |
| Net sales | \$ | 128,218 \$ | 115,967 |
| Other income |  | 1, 088 | 827 |
|  |  | 129,306 | 116,794 |
| Costs and expenses |  |  |  |
| Cost of products sold |  | 77,831 | 73,933 |
| Selling, general and administrative |  | 32,546 | 32,633 |
| Depreciation and amortization |  | 6, 002 | 5,553 |
| Interest |  | 784 | 743 |
| Currency exchange gains |  | (188) | (277) |
|  |  | 116,975 | 112,585 |
| Income before income taxes |  | 12,331 | 4,209 |
| Provision for income taxes |  | 4,872 | 1,639 |
| Net income | \$ | 7,459 \$ | 2,570 |
| Basic earnings per common share | \$ | 1.74 \$ | 0.59 |
| Diluted earnings per common share | \$ | 1.73 \$ | 0.59 |

See notes to consolidated condensed financial statements.

|  | Three Months Ended March 31 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  | 2000 |  | 1999 |
| OPERATING ACTIVITIES |  |  |  |  |
| Net income | \$ | 7,459 | \$ | 2,570 |
| Depreciation and amortization |  | 6, 002 |  | 5,553 |
| Pensions |  | $(3,410)$ |  | ( 2,088 ) |
| Deferred income taxes |  | (655) |  | (507) |
| Changes in operating assets and liabilities |  | 3,338 |  | $(1,325)$ |
| Other - including currency exchange adjustments |  | $(3,291)$ |  | $(2,950)$ |
| Cash flow from operating activities |  | 9,443 |  | 1,253 |
| INVESTING ACTIVITIES |  |  |  |  |
| Property additions |  | $(5,159)$ |  | $(5,459)$ |
| Dispositions of property and businesses |  | 1,307 |  | 109 |
| Acquistions and other investing |  | $(4,218)$ |  | (460) |
| Cash flow from investing activities |  | $(8,070)$ |  | $(5,810)$ |
| FINANCING ACTIVITIES |  |  |  |  |
| Additions to long-term debt |  | 0 |  | 375 |
| Reductions of long-term debt |  | (7) |  | 0 |
| Changes in notes payable and short-term debt |  | 444 |  | 8,272 |
| Cash dividends |  | $(1,471)$ |  | $(1,493)$ |
| Company stock purchases and sales |  | 7 |  | $(3,136)$ |
| Cash flow from financing activities |  | $(1,027)$ |  | 4,018 |
| Effect of exchange rate changes on cash |  | (481) |  | (594) |
| Decrease in cash and cash equivalents |  | (135) |  | $(1,133)$ |
| Beginning cash and cash equivalents |  | 17,108 |  | 24, 020 |
| Ending cash and cash equivalents | \$ | 16,973 |  | 22,887 |

(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) 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.

|  | $\begin{aligned} & \text { Three Months Ended } \\ & \text { March } 31 \\ & \text { 2000 } 1999 \\ & \text { (In Thousands) } \end{aligned}$ |  |  |
| :---: | :---: | :---: | :---: |
| Net income | \$ 7,459 | \$ | 2,570 |
| Preferred stock dividends | 12 |  | 12 |
| Income available to common shareholders | 7,447 |  | 2,558 |
| Basic shares outstanding | 4,292 |  | 4,361 |
| Stock options | 9 |  | 11 |
| Diluted shares outstanding | 4,301 |  | 4,372 |
| Antidilutive stock options | 123 |  | 4 |

(6) Comprehensive income (loss) was $\$ 5,726,000$ and ( $\$ 1,356,000$ ) for the three months ended March 31, 2000 and 1999, respectively. Comprehensive income includes net income and changes in accumulated other comprehensive income, primarily cumulative translation adjustments, for the period.
(7) The company is organized into three geographic operating segments (North America, Europe and Other Non-North America), 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 Non-U.S. Comparative amounts for 1999 have been restated.

Reportable segment information is presented in the following table:

|  | (In Thousands) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Three Months Ended March 31, 2000 Other |  |  |  |  |
|  | North |  | Non-North | Recon- | Consol. |
|  | America | Europe | America | ciling |  |
| Sales to external customers | \$83,787 | \$27,257 | \$17,164 | \$10 | \$128,218 |
| Intercompany sales | 7,291 | 3,723 | 566 | $(11,580)$ |  |
| Net income (loss) | 6,812 | (146) | 700 | 93 | 7,459 |

Three Months Ended March 31, 1999
Other

| North |  |
| :--- | :--- | :--- |
| America | EuropeNon-North <br> AmericaRecon- <br> ciling$\quad$Consol. <br> totals |

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, 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 new product introductions, issues affecting major specialty chemical customers, market and operating conditions, the economic environment, and interest and currency exchange rates.

Results of operations - Three months ended March 31, 2000 and 1999
Sales for the first quarter of 2000 were $\$ 128.2$ million, an increase of $\$ 12.2$ million, or 11\%, from \$116.0 million in the first quarter of last year.

First quarter 2000 sales for North American operations were 8\% higher than the first quarter of last year. Improvements in sales of safety products were partially offset by lower specialty chemical sales. Shipments of self-contained breathing apparatus for firefighters, gas masks for defense preparedness, and helmets for industrial head protection all improved significantly. Portable instrument sales also grew significantly, reflecting the late-1999 introduction of the improved Passport FiveStar Alarm multigas detector. 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. exceeded incoming commercial orders in the first quarter, particularly for breathing apparatus, as backlog orders were shipped. The specialty chemical order backlog increased during the quarter.

Local currency sales in Europe for the quarter were over 10\% higher than first quarter 1999. Current year sales were strong in Germany, Italy and Eastern Europe. When stated in U.S. dollars, however, sales in Europe were slightly lower due to adverse currency exchange rate movements. Sales in the company's other international operations were substantially higher than the prior year. Sales in Africa continued to be boosted by the second quarter 1999 acquisition of Campbell Gardwel. Currency exchange effects on sales of other international operations were minor.

Gross profit for the first quarter of 2000 was $\$ 50.4$ million, an increase of $\$ 8.4$ million, or $20 \%$, from $\$ 42.0$ million in 1999 . The ratio of gross profit to sales was $39.3 \%$ in the first quarter of 2000 compared to $36.2 \%$ in the corresponding quarter last year. The higher gross profit percentage reflects changes in sales mix and price structure, and improved manufacturing volumes and cost controls.

Selling, general and administration costs in the first quarter of 2000 were slightly lower than the prior year first quarter.

Higher depreciation and amortization expense of $\$ 449,000$ in the quarter was primarily due to mid-1999 production equipment and information technology additions in Europe.

Income before income taxes was $\$ 12.3$ million for first quarter 2000 compared to $\$ 4.2$ million last year. The increase is primarily due to higher sales of safety and instrument products and the improved gross profit percentage. The effective income tax rate for the first quarter of 2000 was $39.5 \%$ compared to $38.9 \%$ in 1999. The higher effective rate is due to lower losses in higher tax rate European countries.

Net income in the first quarter of 2000 was $\$ 7.5$ million, or $\$ 1.74$ per basic share, compared to $\$ 2.6$ million, or 59 cents per basic share, last year.

Outlook

First quarter results reflect strong sales of breathing apparatus to the North American fire service market, a recovery in core portable instrument product sales in the U.S., and a good start to the year by international operations outside Europe and North America. However, the ongoing transformation of European operations and weakness in the specialty chemicals market, which is
expected to continue for some time, could dampen overall results for the year. In addition, sales potential for North America in the remaining three quarters is expected to be five to eight percent lower than the first quarter. While the pace of the first quarter probably cannot be sustained, the company remains optimistic that it will show solid earnings progress for the year

Liquidity and Financial Condition
Cash and cash equivalents decreased $\$ 135,000$ during the first quarter of 2000 compared with a decrease of $\$ 1.1$ million last year.

Cash provided by operating activities totaled $\$ 9.4$ million for first quarter 2000 compared to $\$ 1.3$ million last year. The improvement reflects higher income and favorable changes in operating assets and liabilities.

Investing activities used $\$ 8.1$ million in the first quarter of 2000 compared with using $\$ 5.8$ million in 1999. The increase includes cash used for the acquisition of ISI Group in the first quarter of 2000

Financing activities used $\$ 1.0$ million in 2000 and provided $\$ 4.0$ million in 1999. The decrease reflects lower short-term borrowings and treasury stock purchases in 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 quarter of 2000. For additional information, refer to page 15 of the company's Annual Report to Shareholders for the year ended December 31, 1999.

PART II OTHER INFORMATION
MINE SAFETY APPLIANCES COMPANY
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 March 31, 2000.

## 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: May 8, 2000 By
S/James E. Herald
James E. Herald
Vice President - Finance;
Principal Financial and
Accounting Officer

```
3-MOS
            DEC-31-2000
        MAR-31-2000
            8,960
                8,013
                87,736
            (2,173)
                82,036
            23,730
                375,812
            (213,960)
                    462,783
    89,291
                                    36,506
            0
                3,569
                    12,914
                            229,096
462,783
                            12,91
                                    128,218
    129,306
                                    77,831
                            83,833
            (188)
            0
            7 8 4
            12,331
                    4,872
            7,459
                0
                        0
                            0
            7,459
                    1.74
                            1.73
```

