## UNITED STATES SECURITIES AND EXCHANGE COMMISSION Washington, D.C. 20549 FORM 8-K

CURRENT REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

> July 28, 2010 Date of Report (Date of earliest event reported)

# **QUAKER CHEMICAL CORPORATION**

(Exact name of Registrant as specified in its charter)

**Commission File Number 001-12019** 

PENNSYLVANIA

(State or other jurisdiction of incorporation or organization)

No. 23-0993790 (I.R.S. Employer Identification No.)

One Quaker Park 901 E. Hector Street Conshohocken, Pennsylvania 19428 (Address of principal executive offices) (Zip Code)

(610) 832-4000

(Registrant's telephone number, including area code)

Not Applicable

(Former name or former address, if changed since last report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

□ Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)

□ Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)

□ Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))

□ Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

## INFORMATION TO BE INCLUDED IN THE REPORT

## Item 2.02. Results of Operations and Financial Condition.

On July 28, 2010, Quaker Chemical Corporation announced its results of operations for the second quarter ended June 30, 2010 in a press release, the text of which is included as Exhibit 99.1 hereto. Supplemental information related to the same period is also included as Exhibit 99.2 hereto.

## Item 9.01. Financial Statements and Exhibits.

The following exhibits are included as part of this report:

Exhibit No. 99.1	Press Release of Quaker Chemical Corporation dated July 28, 2010.
99.2	Supplemental Information related to second quarter ended June 30, 2010.

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### SIGNATURE

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 hereunto duly authorized.

Date: July 29, 2010

QUAKER CHEMICAL CORPORATION Registrant

By: \_\_\_\_/s/ Mark A. Featherstone

Mark A. Featherstone Vice President and Chief Financial Officer

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For Release: Immediate



Contact: Mark A. Featherstone Vice President and Chief Financial Officer 610-832-4160

### QUAKER CHEMICAL ANNOUNCES SECOND QUARTER 2010 RESULTS

- Q2 2010 EPS of \$0.80 vs. \$0.29 in Q2 2009
- First half 2010 EPS of \$1.64 vs. \$0.29 in the first half of 2009
- Net debt-to-total capital ratio under 20%
- \$15.1 million of operating cash flow generated in Q2 2010

July 28, 2010

CONSHOHOCKEN, PA - Quaker Chemical Corporation (NYSE:KWR) today announced second quarter 2010 net sales of \$136.0 million and earnings per diluted share of \$0.29 for the second quarter of 2009. For the first half of 2010, the Company reported net sales of \$264.3 million and earnings per diluted share of \$1.64, compared to net sales of \$200.8 million and earnings per diluted share of \$0.29 for the first half of 2010.

Michael F. Barry, Chairman, Chief Executive Officer and President, commented, "Our strong second quarter earnings and EBITDA generation were driven by high steel industry shipments in China, Brazil, India and Russia and continued recovery of industrial demand in North America and Europe. Our balance sheet was also strengthened as we reduced our net debt-to-capital ratio to its lowest point since 2003."

Mr. Barry added, "We are on track to generate record earnings for 2010. Our expectations for the second half are that our earnings will continue to be strong but will be below the first half due to a softening in demand and the lag effect on margins as we recover higher raw material costs."

Mr. Barry continued, "We are pleased with our progress in 2010 in a number of ways. Besides our strong results, we lowered our debt, raised our dividend, made a small, but strategic, acquisition, and amended our credit facility for lower interest costs, an extended maturity date and greater borrowing capacity. Over the next few years, we believe Quaker is positioned well for solid growth. Our strong positions in the fastest growing countries like China, Brazil and India, as well as the gradual rebound in the more mature markets such as the U.S. and Europe, is expected to provide us with broad-based organic growth in all regions and businesses. In addition, our strong balance sheet will allow us to invest in our key growth initiatives and grow via acquisition for the right opportunities."

### Second Quarter 2010 Summary

Net sales for the second quarter were \$136.0 million, up 33% from \$102.3 million for the second quarter of 2009. The increase in net sales was a result of double-digit volume increases across the globe as the Company continues to recover from the economic downturn. Product volumes increased 42%, partially offset by a 5% decline in selling price and mix, as well as lower automotive chemical management services ("CMS") revenue due to lower revenue reported on a gross basis. On a sequential quarterly basis, product volumes increased by approximately 7%.

Quaker Chemical Corporation One Quaker Park, 901 E. Hector Street, Conshohocken, PA 19428-2380 USA www.quakerchem.com T 610.832.4000 F 610.832.8682 Gross margin was up \$12.5 million, or 35%, compared to the second quarter of 2009 as a result of increased volumes. The gross margin percentage increased slightly compared to the second quarter of 2009, but decreased 1.2 percentage points from the first quarter of 2010. The Company is implementing price increases to help offset higher raw material costs where necessary.

Selling, general and administrative expenses ("SG&A") increased \$6.1 million, or 21%, compared to the second quarter of 2009. Higher selling costs with increased business activity, as well as increased incentive compensation and professional fees, were the primary drivers, representing 70% of the increase. Inflationary and other costs accounted for the remainder of the increase.

The Company incurred charges related to the former CEO's supplemental retirement plan of approximately \$1.2 million in the second quarter of 2009 and expects to incur a final charge of \$1.3 million later in 2010.

The increase in other income is due to higher license fees from increased business activities, as well as foreign exchange rate gains in the second quarter of 2010 versus losses in the second quarter of 2009. The decrease in net interest expense is due to lower average debt balances as well as higher interest income.

### Year-to-Date Summary

Net sales for the first half of 2010 were \$264.3 million, up 32% from \$200.8 million for the first half of 2009. As with the quarterly comparison, the increase in net sales was a result of higher volumes across the globe as the Company continues to recover from the economic downturn. Product volumes increased 39%, partially offset by a 5% decline in selling price and mix. Foreign exchange rates increased revenues by approximately 4%, which were more than offset by lower automotive CMS revenue due to lower revenue reported on a gross basis.

Gross margin increased \$31.1 million, or 48%, compared to the first half of 2009 largely as a result of increased volumes. The gross margin percentage of 36.3% represents considerable improvement over the first half of 2009 percentage of 32.2%. The margin expansion was the result of cost reduction actions taken, a more favorable year-to-date raw material cost environment and reduced automotive CMS revenues reported on a gross basis.

SG&A increased \$13.0 million, or 23%, compared to the first half of 2009. Higher selling costs with increased business activity, as well as increased incentive compensation and professional fees, were the primary drivers, representing 74% of the increase. Inflationary and other costs as well as foreign exchange rates accounted for the remainder of the increase.

In the first quarter of 2009, the Company implemented a restructuring program totaling \$2.3 million or approximately \$0.14 per diluted share. The Company completed the initiatives under this program during 2009.

Other income for the 2010 period includes higher license fees from increased business activities as well as foreign exchange rate gains versus losses in the 2009 period, which offset a gain related to the disposition of land in Europe of approximately \$0.11 per diluted share in 2009. The decrease in net interest expense is due to lower average debt balances as well as higher interest income.

Equity in net income of associated companies includes a charge of approximately \$0.03 per diluted share related to the first quarter 2010 devaluation of the Venezuelan Bolivar Fuerte.

#### **Balance Sheet and Cash Flow Items**

The Company's net debt-to-total-capital ratio decreased to 19% as of June 30, 2010, compared to 24% at March 31, 2010. Operating cash flow improved \$15.1 million from the first quarter of 2010, as a result of strong earnings which in turn allowed the Company to reduce its debt levels during the second quarter.

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#### Forward-Looking Statements

This release contains forward-looking statements that are subject to certain risks and uncertainties that could cause actual results to differ materially from those projected in such statements. A major risk is that the Company's demand is largely derived from the demand for its customers' products, which subjects the Company to downturns in a customer's business and unanticipated customer production shutdowns. Other major risks and uncertainties include, but are not limited to, significant increases in raw material costs, customer financial stability, worldwide economic and political conditions, foreign currency fluctuations, and future terrorist attacks such as those that occurred on September 11, 2001. Other factors could also adversely affect us. Therefore, we caution you not to place undue reliance on our forward-looking statements. This discussion is provided as permitted by the Private Securities Litigation Reform Act of 1995.

#### **Conference** Call

As previously announced, Quaker Chemical's investor conference call to discuss second quarter results is scheduled for July 29, 2010 at 8:30 a.m. (ET). A live webcast of the conference call, together with supplemental information, can be accessed through the Company's Investor Relations Web site at <a href="http://www.quakerchem.com">http://www.quakerchem.com</a>. You can also access the conference call by dialing 877-269-7756.

#### About Quaker

Quaker Chemical Corporation is a leading global provider of process chemicals, chemical specialties, services, and technical expertise to a wide range of industries – including steel, automotive, mining, aerospace, tube and pipe, coatings and construction materials. Our products, technical solutions and chemical management services enhance our customers' processes, improve their product quality and lower their costs. Quaker's headquarters is located near Philadelphia in Conshohocken, Pennsylvania.

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# Quaker Chemical Corporation Condensed Consolidated Statement of Income (Dollars in thousands, except per share data)

	(Unaudited)								
	Three Months Ended June 30,					Six Months Ended June 30,			
	2010			2009		2010		2009	
Net sales	\$	135,991	\$	102,335	\$	264,311	\$	200,842	
Cost of goods sold		87,460		66,298		168,440		136,091	
Gross margin		48,531		36,037		95,871		64,751	
%		35.7%		35.2%		36.3%		32.2%	
Selling, general and administrative expenses		35,118		29,050		68,787		55,747	
Restructuring and related charges CEO transition costs		-	_	- 1,193	_	-		2,289 1,193	
Operating income		13,413		5,794		27,084		5,522	
%		9.9%		5.7%		10.2%		2.7%	
Other income, net		1,123		356		1,886		1,810	
Interest expense, net Income before taxes and equity in net income of associated companies		(1,043) 13,493		(1,318) 4,832		(2,170) 26,800		(2,407) 4,925	
		,		1,567		7,324		1,316	
Taxes on income before equity in net income of associated companies Income before equity in net income of associated companies		4,143 9,350		3,265		19,476		3,609	
Equity in net income of associated companies		384		227		295		85	
Net income		9,734		3,492		19,771		3,694	
Less: Net income attributable to noncontrolling interest		581		258		1,199		458	
Net income attributable to Quaker Chemical Corporation	\$	9,153	\$	3,234	\$	18,572	\$	3,236	
%				3.2%	7.0%		1.6		
<u>Per share data:</u>									
Net income attributable to Quaker Chemical Corporation Common Shareholders - basic	\$	0.82	\$	0.29	\$	1.66	\$	0.29	
Net income attributable to Quaker Chemical Corporation Common Shareholders- diluted	\$	0.80	\$	0.29	\$	1.64	\$	0.29	
	- more -								

# <u>Ouaker Chemical Corporation</u> <u>Condensed Consolidated Balance Sheet</u> (Dollars in thousands, except par value and share amounts)

	 (Unaudited)		
	June 30, 2010	Dec	ember 31, 2009
ASSETS			
Current assets			
Cash and cash equivalents	\$ 27,606	\$	25,051
Construction fund (restricted cash)	-		2,358
Accounts receivable, net	114,595		108,793
Inventories, net	54,844		50,040
Prepaid expenses and other current assets	 13,149		12,656
Total current assets	210,194		198,898
Property, plant and equipment, net	62,859		67,426
Goodwill	44,452		46,515
Other intangible assets, net	5,012		5,579
Investments in associated companies	9,317		8,824
Deferred income taxes	31,210		31,692
Other assets	 46,282		39,537
Total assets	\$ 409,326	\$	398,471
LIABILITIES AND EQUITY			
Current liabilities			
Short-term borrowings and current portion of long-term debt	\$ 3,596	\$	2,431
Accounts and other payables	62,200		60,939
Accrued compensation	13,012		16,656
Accrued pension and postretirement benefits	4,682		4,717
Other current liabilities	 18,174		15,224
Total current liabilities	 101,664		99,967
Long-term debt	60,975		63,685
Deferred income taxes	8,443		8,605
Accrued pension and postretirement benefits	26,235		27,602
Other non-current liabilities	 45,462	_	42,317
Total liabilities	 242,779		242,176
Equity			
Common stock, \$1 par value; authorized 30,000,000 shares; issued 11,258,582 shares	11,259		11,086
Capital in excess of par value	32,798		27,527
Retained earnings	136,497		123,140
Accumulated other comprehensive loss	 (20,070)		(10,439)
Total Quaker shareholders' equity	160,484		151,314
Noncontrolling interest	 6,063		4,981
Total equity	166,547		156,295
Total liabilities and equity	\$ 409,326	\$	398,471

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# Quaker Chemical Corporation Condensed Consolidated Statement of Cash Flows For the six months ended June 30, (Dollars in thousands)

	(Unaudited)		
		2010	2009
Cash flows from operating activities	<b>•</b>	10 551 0	2.60
Net income	\$	19,771 \$	3,69
Adjustments to reconcile net income to net cash provided by operating activities:		5.0.00	4.0.0
Depreciation		5,068	4,80
Amortization		462	52
Equity in net income of associated companies, net of dividends		(233)	(8
Deferred compensation and other, net		(357)	(1,52
Stock-based compensation		1,663	92
Restructuring and related charges		-	2,28
Gain on disposal of property, plant and equipment		(22)	(1,19
Insurance settlement realized		(772)	(61
Pension and other postretirement benefits		(2,227)	(3,79
Increase (decrease) in cash from changes in current assets and current liabilities, net of acquisitions:			
Accounts receivable		(10,645)	13,49
Inventories		(7,181)	15,02
Prepaid expenses and other current assets		(1,641)	3,4
Accounts payable and accrued liabilities		6,409	(6,3)
Change in restructuring liabilities		<u> </u>	(3,8
Net cash provided by operating activities		10,295	26,7
ash flows from investing activities			
Capital expenditures		(3,468)	(5,07
Payments related to acquisitions		-	(1,0)
Proceeds from disposition of assets		59	1,6
Insurance settlement received and interest earned		5.070	5,10
Change in restricted cash, net		(1,940)	(2,5)
Net cash used in investing activities		(279)	(1,9)
ash flows from financing activities			
Net increase (decrease) in short-term borrowings		1,263	(1,7)
Proceeds from long-term debt		1,205	1,58
Repayments of long-term debt		(2,614)	(17,23
Dividends paid		(5,119)	(17,2
Stock options exercised, other		1,663	(5,0
Excess tax benefit related to stock option exercises		1,003	20
Distributions to noncontrolling shareholders		1,230	(
Net cash used in financing activities		(3,571)	(22,2)
ffect of exchange rate changes on cash		(3,890)	1,1
Net increase in cash and cash equivalents		2,555	3,7
Cash and cash equivalents at the beginning of the period		25,051	20,8
Cash and cash equivalents at the end of the period	\$	27,606 \$	24,60



Quaker Chemical Corporation Investor Conference Call July 29, 2010



# **Risk and Uncertainties Statement**

# Regulation G

The attached charts include Company information that does not conform to generally accepted accounting principles (GAAP). Management believes that an analysis of this data is meaningful to investors because it provides insight with respect to ongoing operating results of the Company and allows investors to better evaluate the financial results of the Company. These measures should not be viewed as an alternative to GAAP measures of performance. Furthermore, these measures may not be consistent with similar measures provided by other Companies.

This data should be read in conjunction with the Company's second quarter earnings news release dated July 28, 2010, which will be furnished to the SEC on Form 8-K.

## Forward-Looking Statements

This presentation may contain forward-looking statements that are subject to certain risks and uncertainties that could cause actual results to differ materially from those projected in such statements. A major risk is that the Company's demand is largely derived from the demand for its customers' products, which subjects the Company to downturns in a customer's business and unanticipated customer production shutdowns. Other major risks and uncertainties include, but are not limited to, significant increases in raw material costs, customer financial stability, worldwide economic and political conditions, foreign currency fluctuations, and future terrorist attacks such as those that occurred on September 11, 2001. Other factors could also adversely affect us. Therefore, we caution you not to place undue reliance on our forward-looking statements. This discussion is provided as permitted by the Private Securities Litigation Reform Act of 1995.

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# 2<sup>nd</sup> Quarter 2010 Results

- Diluted EPS of \$.80 vs. EPS of \$.29 for 2Q 2009
- Results driven by BRIC (Brazil, Russia, India, China) country steel demand
- Sales up 33% to \$136.0 MM with product volume up 42%
- > Vs. 1Q 2010, volume up 7%
- Gross margin % of 35.7% vs. 35.2% in 2Q 2009
- > \$15 MM of operating cash flow in 2Q 2010

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# Outlook

- Product volume in 2H 2010 expected to be somewhat lower than 1H 2010
  - Expect to continue to gain new business
  - DA Stuart aluminum hot rolling acquisition
  - Softening of steel production from current levels
  - Conclusion of tax incentives for auto purchases in certain countries
  - Seasonal factors
- Price increases in 3Q 2010 to help offset higher raw material cost. Margins could experience lag effect prior to recovery.
- Despite these factors, record earnings are expected for the full year 2010. 2H earnings expected to continue to be strong but will be below 1H.

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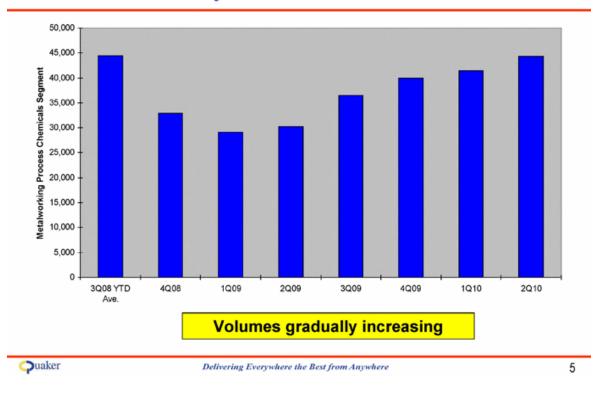
# EPS by Quarter

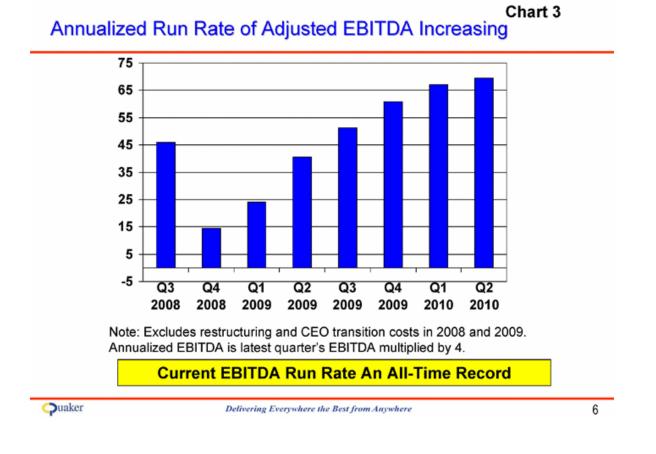




Chart 2

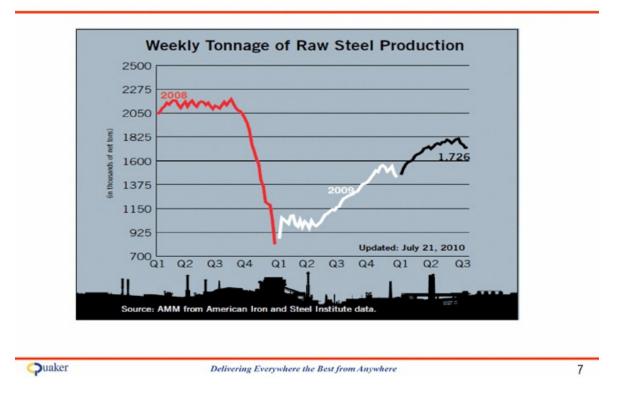
# Product Volume by Quarter





# NA Steel Market Data





# Summary

- Strong Q2 earnings and cash flow generation
- Balance sheet continues to become stronger; debt below year-end levels
- EBITDA exceeding levels achieved prior to global economic downturn
- > Credit facility creates greater financial flexibility
- Record earnings expected for full year 2010
- Positioned for good growth over next several years in both emerging and mature markets
  - Emerging markets well positioned in BRIC (Brazil, Russia, India & China) to take advantage of strong growth
  - Mature Markets Steel and auto markets expected to have above normal growth as industries gradually rebound



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# Reconciliation of Annualized Run Rate of Adjusted EBITDA

	Q3 2008	Q4 2008	Q1 2009	Q2 2009	Q3 2009	Q4 2009	Q1 2010	Q2 2010
Net income (loss) attributable to Quaker Chemical Corporation	4,440	(2,722)	2	3,234	5,052	7,932	9,419	9,153
Add / (subtract):	-				-	-		
Depreciation	2,822	2,600	2,458	2,343	2,147	2,577	2,593	2,475
Amortization	300	271	257	265	275	281	254	208
Interest Expense	1,330	1,423	1,242	1,538	1,356	1,397	1,311	1,386
Taxes on income	967	(871)	(251)	1,567	2,747	3,002	3,181	4,143
Restructuring and related activities	-	2,916	2,289	-	-	-	-	
CEO transition costs	1,625	-	-	1,193	1,250	-	-	
Adjusted Quarterly EBITDA	11,484	3,617	5,997	10,140	12,827	15,189	16,758	17,365
Multiply by 4	4	4	4	4	4	4	4	4
Annualized Run Rate of Adjusted EBITD/	45,936	14,468	23,988	40,560	51,308	60,756	67,032	69,460

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