[ X ] QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934
For the quarterly period ended March 31, 1996
OR
[ ] TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934 For the transition period from $\qquad$ to

Commission file number 0-7154

QUAKER CHEMICAL CORPORATION
(Exact name of Registrant as specified in its charter)

Pennsylvania
(State or other jurisdiction of incorporation or organization)

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

Elm and Lee Streets, Conshohocken, Pennsylvania 19428-0809
(Address of principal executive offices) (Zip Code)
Registrant's telephone number, including area code 610-832-4000
Not Applicable
Former name, former address and former fiscal year, if changed since last report.

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 (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes $X$ No

APPLICABLE ONLY TO CORPORATE ISSUERS: Indicate the number of shares outstanding of each of the issuer's classes of common stock, as of the latest practicable date.

Number of Shares of Common Stock
Outstanding on April 30, 1996 8,674,819
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PART I. FINANCIAL INFORMATION
QUAKER CHEMICAL CORPORATION AND CONSOLIDATED SUBSIDIARIES

## CONDENSED FINANCIAL INFORMATION

The following condensed financial statements are filed as part of this quarterly report on Form 10-Q:

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Consolidated Balance Sheet at March 31, }1996\mathrm{ and
    December 31, }199
Consolidated Statement of Income for the three months
        ended March 31, }1996\mathrm{ and 1995
Consolidated Statement of Cash Flows for the three months
        ended March 31, }1996\mathrm{ and 1995.
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The attached condensed financial information has been prepared in accordance with instructions for Form 10-Q and, therefore, does not include all financial note information which might be necessary for a fair presentation in accordance with generally accepted accounting principles. Such condensed financial information is unaudited, but in the opinion of management, includes all adjustments, consisting only of normal recurring adjustments and accruals, necessary for a fair presentation of results for the periods indicated. The net income reported for the periods should not necessarily be regarded as indicative of net income on an annualized basis; however, significant variations from the results for the same period of the previous year, if any, have been disclosed in the accompanying management's discussion and analysis. Certain reclassifications of prior year's data have been made to improve comparability.


* Condensed from audited financial statements.


## Liabilities

Current liabilities
Short-term borrowings, current
portion of long-term debt, notes payable and capital leases
Accounts payable
Dividends payable
Accrued liabilities
Estimated taxes on income
Total current liabilities

Long-term debt, notes payable and capital leases
Deferred income taxes
Accrued postretirement benefits
Other noncurrent liabilities
Total noncurrent liabilities
Minority interest in equity of subsidiaries

Shareholders' equity
Common stock, \$1 par value; authorized 30,000,000 shares; issued (including treasury shares) 9, 664,009 shares

| 9,664 | 9,664 |
| :---: | :---: |
| 776 | 780 |
| 88,054 | 87,852 |
| (656) | (722) |
| 9,060 | 12,333 |
| 106,898 | 109,907 |
| $(15,807)$ | $(15,915)$ |
| 91,091 | 93,992 |
| \$186, 851 | \$185,408 |
| ======== | ======== |

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## Consolidated Statement of Cash Flows

 For the Three Months Ended March 31,|  | 1996 | 1995 |
| :---: | :---: | :---: |
| Cash flows from operating activities: |  |  |
| Net income | \$ 1,676 | \$ 1,915 |
| Adjustments to reconcile net income to net cash |  |  |
| provided by (used in) operating activities: |  |  |
| Depreciation | 1,525 | 1,708 |
| Amortization | 546 | 408 |
| Equity in net loss (income) of associated companies | 43 | (90) |
| Minority interest in earnings of subsidiaries | 104 | 107 |
| Deferred income taxes | (214) | (20) |
| Deferred compensation and other postretirement benefits | 202 | 92 |
| Net change in repositioning liability | (265) | (367) |
| Other, net | 269 | (243) |
| Increase (decrease) in cash from changes in current assets and liabilities net of acquisitions and divestitures: |  |  |
| Accounts receivable | $(3,613)$ | $(3,492)$ |
| Inventories | 545 | (1, 012) |
| Prepaid expenses and other current assets | (266) | 567 |
| Accounts payable and accrued liabilities | 1,002 | $(2,960)$ |
| Estimated taxes on income | 47 | (323) |
| Net cash provided by (used in) operating activities | 1,601 | $(3,710)$ |
| Cash flows from investing activities: |  |  |
| Dividends from associated companies | 735 |  |
| Investments in property, plant, equipment and other assets | $(1,111)$ | $(2,033)$ |
| Investments in and advances to associated companies | (330) | (323) |
| Proceeds from the sale of patent, production technology and other assets | 339 | 2,000 |
| Net cash used in investing activities | (367) | (356) |
| Cash flows from financing activities: |  |  |
| Net increase in short-term borrowings | 5,268 | 1,827 |
| Repayment of long-term debt and capital leases | $(1,892)$ | $(1,679)$ |
| Dividends paid | $(1,474)$ | $(1,500)$ |
| Treasury stock issued | 105 | 233 |
| Treasury stock acquired |  | (507) |
| Net cash provided by (used in) financing activities | 2,007 | $(1,626)$ |
| Effect of exchange rate changes on cash | (923) | (20) |
| Net increase (decrease) in cash and cash equivalents | 2,318 | $(5,712)$ |
| Cash and cash equivalents at beginning of period | 7,230 | 11,345 |
| Cash and cash equivalents at end of period | \$ 9,548 | \$ 5,633 |
| Supplemental cash flow information |  |  |
| Cash paid during the quarter for: |  |  |
| Income taxes | \$ 981 | \$ 1,958 |
| Interest | 617 | 560 |

## Liquidity and Capital Resources

Net cash flow provided by (used by) operating activities amounted to \$1.6 million in the first quarter of 1996 compared to (\$3.7) million in the same period of 1995. The improvement was principally due to the impact of controlled growth in the required amount of operating working capital.

The Company's net cash position (cash and cash equivalents plus short-term investments less short-term borrowings and current portion of long-term debt and capital leases) decreased $\$ 2.7$ million primarily as a result of increased short-term borrowings associated with the replacement of maturing long-term debt obligations with short-term debt and increases in operating working capital (mainly increases in accounts receivable generated from higher sales). The current ratio was 1.4 to 1 at March 31, 1996, unchanged from December 31, 1995.

Operations
Comparison of First Quarter 1996 with First Quarter 1995
Consolidated net sales for the first quarter of 1996 increased \$3.7 million (7\%) over the first quarter of 1995, mainly due to the effects of improved pricing and product sales mix. A $3 \%$ decrease in volume was offset by an increase of $3 \%$ from a June 1995 acquisition in Brazil.

Income from operations was slightly higher than the first quarter of 1995. The Company's gross profit margin as a percentage of sales increased 1.4\% mainly as a result of the aforementioned benefits of improved pricing and a more profitable sales mix. Selling, administrative and general expenses as a percent of sales were $2.2 \%$ higher than 1995 due to higher operating expenses driven largely by additional spending in targeted geographic and product growth areas.

Net interest costs rose due to increased financing costs associated with higher debt levels carried into 1996 related to the financing of a 1995 acquisition and other operating needs. Other income increased in the quarter mainly as a result of the absence of negative exchange impacts recorded in 1995. The decrease in equity in net income from associated companies was primarily due to losses incurred by the Company's FRS joint venture related to increased costs of new business development and staff reorganization along with delays in new business startups.

The Company remains cautiously optimistic about customer production levels and raw material inflation over the balance of the year. However, the principal challenges still facing the Company are the highly competitive nature of the pricing environment in the Company's major markets and the effective management of the Company's FRS joint venture. Given these factors, the Company is in the process of evaluating alternatives to improve margins and the utilization of assets.

PART II. OTHER INFORMATION
Items 1, 2, 3, 4 and 5 are inapplicable and have been omitted.
Item 6. Exhibits and Reports on Form 8-K.
(a) Exhibits.

Exhibit 27-Financial Data Schedule
(b) Reports on Form 8-K.

No report on Form 8-K was filed during the quarter for which this report is filed.

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.

QUAKER CHEMICAL CORPORATION
(Registrant)

## /s/ RICHARD J. FAGAN

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Richard J. Fagan, officer duly authorized to sign this report, Corporate Controller, Acting Corporate Treasurer and Chief Accounting Officer

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\begin{aligned}
& \text { 3-MOS } \\
& \text { DEC-31-1996 } \\
& \text { MAR-31-1996 } \\
& \text { 9,548 } \\
& 0 \\
& \text { 51, } 000 \\
& 861 \\
& \text { 20, } 890 \\
& \text { 91, } 606 \\
& \text { 63,111 } \\
& \text { 186, } 851 \\
& \text { 66,334 } \\
& \text { 5,000 } \\
& \text { 9,664 } \\
& 0 \\
& 0 \\
& \text { 186, } 851 \\
& \text { 81, } 427 \\
& \text {, } \\
& \text { 58,203 } \\
& \text { 58,487 } \\
& \text { 33, } 955 \\
& \text { 55, } 040 \\
& 0 \\
& 0 \\
& 500 \\
& \text { 3, } 039 \\
& \text { 1,216 } \\
& 1,676 \\
& 0 \\
& 0^{\circ} \\
& 0 \\
& \text { 1,676 } \\
& 0.19 \\
& 0.19
\end{aligned}
$$


[^0]:    * Condensed from audited financial statements

