[X] QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934 For the quarterly period ended March 31, 1998

## OR

[ ] TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934 For the transition period from $\qquad$ to $\qquad$
Commission file number 0-7154
$\qquad$

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

| Pennsylvania | 23-0993790 |
| :---: | :---: |
| (State or other jurisdiction of | (I.R.S. Employer |
| incorporation or organization) | 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 $\qquad$
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, 1998

$$
8,780,331
$$

-     -         -             -                 -                     - 

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:

Consolidated Balance Sheet at March 31, 1998 and December 31, 1997
Consolidated Statement of Income for the three months ended March 31, 1998 and 1997

Consolidated Statement of Cash Flows for the three months ended March 31, 1998 and 1997.

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 (see accompanying Management's Discussion and Analysis-Other Significant Items); 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.

|  | (dollars | thousands) |
| :---: | :---: | :---: |
|  | March 31, 1998 (Unaudited) | December 31 $1997$ |
| Assets |  |  |
| Current assets |  |  |
| Cash and cash equivalents | \$ 14, 126 | \$ 18,416 |
| Accounts receivable | 49,669 | 48,625 |
| Inventories |  |  |
| Raw materials and supplies | 12,583 | 10,316 |
| Work in process and finished goods | 11,950 | 11,365 |
| Deferred income taxes | 5,823 | 5,729 |
| Prepaid expenses and other current assets | 4,752 | 3,675 |
| Total current assets | 98,903 | 98,126 |
| Investments in and advances to associated companies | 4,767 | 4,925 |
| Property, plant and equipment, at cost |  |  |
| Land | 5,676 | 5,751 |
| Buildings and improvements | 31, 272 | 31,523 |
| Machinery and equipment | 58,503 | 58,532 |
| Construction in progress | 1,789 | 1,213 |
|  | 97,240 | 97,019 |
| Less accumulated depreciation | 56,770 | 56,365 |
| Total property, plant and equipment | 40,470 | 40,654 |
| Goodwill, net | 14,179 | 14,500 |
| Deferred income taxes | 9,078 | 9, 090 |
| Other noncurrent assets | 2,977 | 3,345 |
| Total noncurrent assets | 26,234 | 26,935 |
|  | \$170, 374 | \$170,640 |

* Condensed from audited financial statements.

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Quaker Chemical Corporation
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Consolidated Balance Sheet
(dollars in thousands)
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
Deferred income taxes
Accrued postretirement benefits
Other noncurrent liabilities
Total noncurrent liabilities
Total liabilities

| \$ 549 | \$ |
| :---: | :---: |
| 22,109 | 22,871 |
| 1,580 | 1,570 |
| 17,241 | 20,824 |
| 5,165 | 2,494 |
| 46,644 | 47,759 |
| 25,215 | 25,203 |
| 3,611 | 3,752 |
| 8,942 | 8,934 |
| 5,604 | 5,825 |
| 43,372 | 43,714 |
| 90, 016 | 91,473 |
| 3,804 | 3,525 |

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

| 9,664 | 9,664 |
| :---: | :---: |
| 1,202 | 928 |
| 82,063 | 80,749 |
| (463) | (528) |
| $(1,747)$ | (208) |
| 90,719 | 90,605 |
| $(14,165)$ | $(14,963)$ |
| 76,554 | 75,642 |
| \$170,374 | \$170,640 |

[^0]| Quaker Chemical Corporation <br> Consolidated Statement of Income <br> Three Months Ended March 31, |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Unaudited <br> (dollars in thousands except per share data) |  |  |  |
|  | 1998 |  | 1997 |  |
| Net sales | \$ | 62,235 | \$ | 58,543 |
| Costs and expenses |  |  |  |  |
| Cost of goods sold <br> Selling, administrative and general expenses |  | 34,498 |  | 33,176 |
|  |  | 22,769 |  | 21,495 |
|  |  | 57,267 |  | 54,671 |
| Income from operations |  | 4,968 |  | 3,872 |
| Other income, net |  | 291 |  | 352 |
| Interest expense |  | (447) |  | (425) |
| Interest income |  | 197 |  | 60 |
| Income before taxes |  | 5,009 |  | 3,859 |
| Taxes on income |  | 2,004 |  | 1,544 |
|  |  | 3,005 |  | 2,315 |
| Equity in net income of associated companies |  | 229 |  | 287 |
| Minority interest in net income of subsidiaries |  | (340) |  | (35) |
| Net income | \$ | 2,894 | \$ | 2,567 |
| Per share data: |  |  |  |  |
| Net income (basic and diluted) |  | \$0.33 |  | \$0.30 |
| Dividends declared |  | \$0.18 |  | \$0.175 |
| Based on weighted average number of shares outstanding: |  |  |  |  |
| Basic |  | 735,875 |  | 22,064 |
| Diluted |  | 833,700 |  | 56,541 |

Consolidated Statement of Cash Flows For the Three Months Ended March 31,

```
Cash flows from operating activities
    Net income
    Adjustments to reconcile net income to net cash provided by
        operating activities:
            Depreciation
            Equity in net (income) loss of associated companies
            Minority interest in earnings of subsidiaries
            Deferred income taxes
            Deferred compensation and other postretirement benefits
            Net change in repositioning liabilities
            Other, net
    Increase (decrease) in cash from changes in current assets
        and liabilities net of acquisitions and divestitures:
            Accounts receivable
            Inventories
            Prepaid expenses and other current assets
            Accounts payable and accrued liabilities
            Estimated taxes on income
                Net cash (used in) provided by operating activities
```

Cash flows from investing activities
Dividends from associated companies
Investments in property, plant, equipment and other assets
Investments in and advances to associated companies
Other, net
Net cash used in investing activities
Cash flows from financing activities
Net increase in short-term borrowings and notes payable
Repayment of long-term debt
Dividends paid
Treasury stock issued

Net cash (used in) provided by financing activities

Effect of exchange rate changes on cash

Net (decrease) increase in cash and cash equivalents
Cash and cash equivalents at beginning of period
Cash and cash equivalents at end of period

Supplemental cash flow information
Cash paid during the quarter for:
Income taxes
\$

| 207 | -- |
| :---: | :---: |
| $(1,473)$ | $(1,221)$ |
| (70) | (120) |
| (66) | - - |
| $(1,402)$ | $(1,341)$ |
| 561 | 5,541 |
| -- | $(1,729)$ |
| $(1,581)$ | $(1,520)$ |
| 122 | 122 |
| (898) | 2,414 |


| 207 | -- |
| :---: | :---: |
| $(1,473)$ | $(1,221)$ |
| (70) | (120) |
| (66) | - - |
| $(1,402)$ | $(1,341)$ |
| 561 | 5,541 |
| -- | $(1,729)$ |
| $(1,581)$ | $(1,520)$ |
| 122 | 122 |
| (898) | 2,414 |

(670)

| $(4,290)$ | 1,339 |
| :---: | :---: |
| 18,416 | 8,525 |
| \$ 14, 126 | \$ 9,864 |


|  |  | dit |  |
| :---: | :---: | :---: | :---: |
|  | ollars |  | ousands) |
|  | 1998 |  | 1997 |
| \$ | 2,894 | \$ | 2,567 |
|  | 1,295 |  | 1,189 |
|  | 583 |  | 508 |
|  | (229) |  | (287) |
|  | 328 |  | 35 |
|  | (114) |  | (228) |
|  | 338 |  | 262 |
|  | (959) |  | $(1,923)$ |
|  | 192 |  | (17) |
|  | $(1,619)$ |  | $(1,260)$ |
|  | $(3,054)$ |  | 415 |
|  | $(1,171)$ |  | $(1,790)$ |
|  | $(2,719)$ |  | 593 |
|  | 2,915 |  | 2,154 |
|  | $(1,320)$ |  | 2,218 |

175 \$ 171

Quaker Chemical Corporation
Quaker Chemical Corporation
Notes to Consolidated Financial Statements (Unaudited)

Note 1 - Weighted Average Shares Outstanding
The following table reconciles basic and diluted weighted average shares outstanding at March 31, 1998 and 1997:


Effect of dilutive securities:

| Employee stock options | 60,480 | 34,477 |
| :---: | :---: | :---: |
| Executive stock bonus | 37,777 |  |
| ted average shares outstanding - diluted | 8,833,700 | 8,656,541 |

Note 2 - Comprehensive Income

Effective January 1, 1998, the Company adopted Statement of Financial Accounting Standards ("SFAS") No. 130 - Reporting Comprehensive Income. SFAS No. 130 requires that the components of comprehensive income be reported in the financial statements. The following table summarizes comprehensive income for the three months ended March 31, 1998 and 1997:

|  | 1998 | 1997 |
| :---: | :---: | :---: |
| Net income | \$2,894 | \$ 2,567 |
| Foreign currency translation adjustments | $(1,539)$ | $(5,572)$ |
| Comprehensive income (loss) | \$1,355 | \$ $(3,005)$ |

## Liquidity and Capital Resources

Net cash flow provided by operating activities amounted to \$(1.3) million in the first quarter of 1998 compared to $\$ 2.2$ million in the same period of 1997. The decrease was principally due to changes in 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) decreased $\$ 4.8$ million primarily as a result of changes in working capital. The current ratio at March 31, 1998 was 2.1 to 1 unchanged from December 31, 1997.

Operations
Comparison of First Quarter 1998 with First Quarter 1997
Consolidated net sales for the first quarter of 1998 increased by $6 \%$ over the first quarter of 1997. The increase in sales was the net result of an $10 \%$ increase in volume offset by a $4 \%$ decrease due to foreign currency translation rates.

Operating income improved $28 \%$ to $\$ 5.0$ million as compared to $\$ 3.9$ million in the same period of 1997. The $28 \%$ improvement was mainly attributable to the higher level of sales and expanded gross margins. The Company's gross profit margin as a percentage of sales increased $1.3 \%$ primarily as a result of improved sales mix and stable raw material costs. Selling, administrative and general expenses as a percentage of sales decreased $0.1 \%$ as compared to 1997.

Net interest costs declined as an improved cash position versus March 31, 1997 led to higher interest income. Minority interest increased as a result of improved performances by the Company's consolidated joint ventures in China and Australia and earnings from the Company's consolidated joint venture in India which was formed in the fourth quarter of 1997. Earnings per share of $\$ .33$ were $10 \%$ higher than the prior year despite a negative foreign currency translation impact of approximately $\$ .03$ per share due to the strengthening of the dollar, primarily against the Dutch guilder.

## Other Significant Items:

The Company is currently working to resolve the potential impact of the year 2000 on the processing of date sensitive information by the Company's computerized information system. Historically, certain computer programs have been written using two digits rather than four digits to define the applicable year. Any of the Company's programs that have time sensitive software may recognize a date using "00" as the year 1900 rather than the year 2000, which could result in miscalculations or system failures. The costs of addressing poetential problems are not currently expected to have a material adverse impact on the Company's financial position, results of operations, or cash flows in future periods. The Company expects that all necessary modifications or replacements to key systems will occur on a timely basis.

During 1997 the Financial Accounting Standards Board ("FASB") issued SFAS No. 131 - Disclosures about Segments of an Enterprise and Related Information. SFAS No. 131 is effective in 1998. The Company is currently assessing the impact this new standard will have on its financial statements. SFAS No. 131 requires the disclosure of segment information utilizing the approach that the Company uses to manage its internal organization. Also, SFAS No. 131 requires the reporting of segment information on a condensed basis for interim periods beginning in 1999.

During 1998 the FASB issued SFAS No. 132 - Employers' Disclosure about Pensions and Other Postretirement Benefits. This statement standardizes the disclosures for pensions and other postretirement benefits. SFAS No. 132 is effective in 1998 and is not expected to have a material impact on the Company's financial statements.

## PART II. OTHER INFORMATION

Item 1. Legal Proceedings.
On or about October 24, 1996, Petrolite Corporation and its subsidiary, Petrolite Holdings, Inc. (collectively, "Petrolite") filed a Demand for Arbitration with the American Arbitration Association in St. Louis, Missouri, against the Company and certain of its subsidiaries. Petrolite asserted claims for negligent misrepresentation and breach of contract arising out of a Technology Purchase Agreement (the "Agreement") between Petrolite and the Company (and certain of its subsidiaries) dated April 13, 1993, as amended, pursuant to which the Company sold various assets, including patent rights, to Petrolite for a purchase price of approximately $\$ 8.5$ million plus an obligation to pay royalties. Petrolite sought damages in an unspecified amount, rescission of the Agreement, costs, and other relief. On May 11, 1998, the Company and Petrolite agreed in principle to resolve all disputes between them and terminate the arbitration proceeding. In connection therewith, the Company agreed to pay Petrolite an undisclosed amount not to exceed the reserve previously taken on this matter.

Items 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 reports on Form 8-K were 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. Fagen

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

> 3-MOS
> DEC-31-1998
> MAR-31-1998
> 14,126
> 50,749
> 1, 080
> 24,533
> 98,903
> 97,240
> 56,770
> 170,374
> 46, 644
> 5,000
> 9,664
> 0
> 0
> 170,374
> 62,235
> 62,235 34,498
> 57, 267
> 0
> 447
> 5, 009
> 2,004
> 2,894
> 0
> 0
> 0
> 2,894
> 0.33
> 0.33


[^0]:    * Condensed from audited financial statements

