SECURITIES AND EXCHANGE COMMISSION
Washington, D.C. 20549
Form 10-Q
(x) QUARTERLY REPORT PURSUANT TO SECTION 13 OR $15(\mathrm{~d})$ OF THE SECURITIES EXCHANGE ACT OF 1934

For the quarter ended: June 30, 1994

OR
( ) TRANSITION REPORT PURSUANT TO SECTION 13 OR $15(\mathrm{~d})$ OF THE SECURITIES EXCHANGE ACT OF 1934

For the transition period from $\qquad$ to $\qquad$
Commission file number: 0-16214
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ALBANY INTERNATIONAL CORP.
(Exact name of registrant as specified in its charter)


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 (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

The registrant had $24,305,820$ shares of Class A Common Stock and $5,653,251$
shares of Class B Common Stock outstanding as of June 30, 1994.

ALBANY INTERNATIONAL CORP.

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ALBANY INTERNATIONAL CORP. CONSOLIDATED STATEMENTS OF INCOME AND RETAINED EARNINGS (unaudited)
(in thousands except per share data)

| Three Months Ended June 30, |  |  | Six Months Ended June 30, |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1994 | 1993 |
| \$139,626 | \$149,628 | Net sales | \$271, 050 | \$286,723 |
| 85,056 | 94,822 | Cost of goods sold | 166,286 | 184,467 |
| 54,570 | 54,806 | Gross profit | 104,764 | 102,256 |
| 40,419 | 42,531 | Selling, technical and general expenses | 79,672 | 83,783 |
| - | 419 | Restructuring charges and termination benefits | - | 419 |
| 14,151 | 11,856 | Operating Income | 25,092 | 18,054 |
| 4,334 | 4,148 | Interest expense, net | 7,869 | 8,845 |
| (439) | 10 | Other (income)/expense, net | 607 | 232 |
| 10,256 | 7,698 | Income before income taxes | 16,616 | 8,977 |
| 4,410 | 3,033 | Income taxes | 7,144 | 3,537 |
| 5,846 | 4,665 | Income before associated companies | 9,472 | 5,440 |
| 86 | (91) | Equity in earnings/(losses) of associated companies | 113 | (735) |
| 5,932 | 4,574 | Net Income | 9,585 | 4,705 |
| 127,312 | 117,998 | Retained earnings, beginning of period | 126,276 | 120,113 |
| 2,620 | 2,249 | Less dividends | 5,237 | 4,495 |
| \$130,624 | \$120,323 | Retained earnings, end of period | \$130,624 | \$120,323 |
| \$0.20 | \$0.17 | Net income per common share | \$0.32 | \$0.18 |
| \$0.0875 | \$0.0875 | Dividends per common share | \$0.175 | \$0.175 |
| 29,935,204 | 5,694,218 | Weighted average number of shares | 29,915,014 | 25,675,298 |
| -------- | --------- |  |  |  |

The accompanying notes are an integral part of the financial statements.

## ALBANY INTERNATIONAL CORP. CONSOLIDATED BALANCE SHEETS

(in thousands)


The accompanying notes are an integral part of the financial statements.

ALBANY INTERNATIONAL CORP.
CONSOLIDATED STATEMENTS OF CASH FLOWS
(unaudited)
(in thousands)

## OPERATING ACTIVITIES

| Net income | \$ 9,585 | \$ 4,705 |
| :---: | :---: | :---: |
| Adjustments to reconcile net cash provided by operating activities: |  |  |
| Equity in (earnings)/losses of associated companies | (113) | 735 |
| Distributions received from associated companies | - | 407 |
| Depreciation and amortization | 20,486 | 22,250 |
| Provision for deferred income taxes, other credits and long-term liabilities | 3,736 | 3,426 |
| Increase in cash surrender value of life insurance, net of premiums paid | (893) | (900) |
| Unrealized currency transaction (gains)/losses, net | $(3,021)$ | 1,452 |
| Loss on disposition of assets | 74 | 419 |
| Tax benefit of options exercised | 11 | - |
| Treasury shares contributed to ESOP | 1,320 | 1,211 |
| Changes in operating assets and liabilities: |  |  |
| Accounts receivable | $(8,300)$ | 3,990 |
| Inventories | $(10,108)$ | 1,897 |
| Prepaid expenses | (815) | (114) |
| Accounts payable | $(1,914)$ | $(2,873)$ |
| Accrued liabilities | $(6,174)$ | 16,881 |
| Income taxes payable | $(7,071)$ | 3,426 |
| Other, net | $(8,184)$ | 394 |
| Net cash (used)/provided by operating activities | $(11,381)$ | 57,306 |
| INVESTING ACTIVITIES |  |  |
| Purchases of property, plant and equipment | $(17,280)$ | $(11,730)$ |
| Proceeds from sale of assets | 1,733 | 27,454 |
| Acquisitions, net of cash acquired | 526 | $(55,356)$ |
| Net cash used in investing activities | $(15,021)$ | $(39,632)$ |
| FINANCING ACTIVITIES |  |  |
| Proceeds from borrowings | 41,792 | 28,180 |
| Principal payments on debt | $(10,291)$ | $(28,942)$ |
| Proceeds from options exercised | 126 | - |
| Dividends paid | $(5,230)$ | $(4,489)$ |
| Net cash provided/(used) in financing activities | 26,397 | $(5,251)$ |
| Effect of exchange rate changes on cash | $(1,149)$ | $(11,622)$ |
| (Decrease)/increase in cash and cash equivalents | $(1,154)$ | 801 |
| Cash and cash equivalents at beginning of year | 1,381 | 4,005 |
| Cash and cash equivalents at end of period | \$ 227 | \$ 4,806 |

The accompanying notes are an integral part of the financial statements.

## 1. Management Opinion

In the opinion of management the accompanying unaudited consolidated financial statements contain all adjustments, consisting of only normal, recurring adjustments, necessary for a fair presentation of results for such periods. The results for any interim period are not necessarily indicative of results for the full year. Certain information and footnote disclosures normally included in financial statements prepared in accordance with generally accepted accounting principles have been omitted. These consolidated financial statements should be read in conjunction with financial statements and notes thereto for the year ended December 31, 1993.

## 2. Other (Income)/Expense, Net

Included in other (income)/expense, net for the six months ended June 30 are: currency transactions, $\$ .5$ million income in 1994 and $\$ 2.3$ million income in 1993, pre-receivable sale, $\$ .3$ million income in 1994 and $\$ 1.0$ million expense in 1993, amortization of debt issuance costs and loan origination fees, $\$ .4$ million in 1994 and $\$ .5$ million in 1993 and other miscellaneous (income)/expenses, none of which are significant, in 1994 and 1993.

Included in other (income)/expense, net for the three months ended June 30 are: currency transactions, $\$ 1.0$ million income in 1994 and $\$ 1.5$ million income in 1993, pre-receivable sale $\$ .5$ million income in 1994 and $\$ .6$ million expense in 1993, amortization of debt issuance costs and loan origination fees, \$. 2 million in 1994 and 1993, and other miscellaneous (income)/expenses, none of which are significant, in 1994 and 1993.

## 3. Earnings Per Share

Earnings per share on common stock are computed using the weighted average number of shares of Class A and Class B Common Stock outstanding during each year. Options granted under the Company's stock option plans were not dilutive at June 30, 1994 and 1993. The convertible subordinated debentures are not common stock equivalents and will not affect primary earnings per share. Further, the convertible subordinated debentures were not dilutive at June 30, 1994 and 1993.
4. Income Taxes

The Company's effective tax rate for the six months ended June 30, 1994 was $43.0 \%$ as compared to $39.4 \%$ for the same period last year and approximates the anticipated effective tax rate for the full year 1994. The increase is due principally to the accrual of net charges associated with prior years resulting from both U.S. and non-U.S. examinations.

## 5. Debt

The Company has an agreement under which it may sell to a financial institution up to $\$ 40$ million of the Company's right to receive certain payments for goods ordered from the Company. At June 30, there were no amounts sold under this agreement as compared to $\$ 12.0$ million at December 31, 1993. At December 31, 1993, this transaction had the effect of reducing long-term debt $\$ 12.0$ million, reducing accounts receivable $\$ 5.4$ million and increasing accrued liabilities $\$ 6.6$ million.
6. Supplementary Cash Flow Information

Interest paid for the six months ended June 30, 1994 and 1993 was $\$ 7.8$ million and $\$ 7.9$ million, respectively.

Taxes paid for the six months ended June 30 , 1994 and 1993 were $\$ 12.7$ million and $\$ .6$ million, respectively.

## 7. Acquisition

In February 1994, the Company exchanged its $40 \%$ equity interests in Brazil and Argentina for the remaining 60\% interest in Mexico. The transaction was accounted for as a purchase and, accordingly, the Company has included the results of operations in its financial statements as of January 1, 1994.

## ITEM 2. MANAGEMENT'S DISCUSSION AND ANALYSIS

 OF FINANCIAL CONDITION AND RESULTS OF OPERATIONSFOR THE THREE AND SIX MONTHS ENDED JUNE 30, 1994
The following discussion should be read in conjunction with the accompanying Consolidated Financial Statements and Notes thereto.

## RESULTS OF OPERATIONS:

Net sales for the three months ended June 30, 1994 decreased $\$ 10.0$ million or $6.7 \%$ compared to the same period in 1993. The stronger U.S. dollar during the quarter as compared to 1993 decreased net sales by $\$ 3.1$ million. The divestiture of the Company's equipment division (AES) in mid-1993 further reduced sales by $\$ 11.2$ million. Excluding these factors, net sales were $2.9 \%$ above second quarter 1993.

The sales growth rate for paper machine clothing in the United States declined in the second quarter. Canadian sales declined in U. S. dollar equivalent terms due to approximately flat sales in Canadian dollars and a weaker Canadian dollar than in the second quarter of last year. In North America, sales growth rates were also slowed by selective price concessions, mainly for customers entering into continuous supply agreements for the Company's products. Management believes that continuous supply agreements are part of a continuing effort by paper companies to reduce the number of suppliers of paper machine clothing and that this will be beneficial to Albany International shareholders. The sales growth rate remained strong in Scandinavia. In Continental Europe, orders imply that the recession is past and that gradual economic improvement can be expected over the remainder of the year which should have a positive effect on the Company's fourth quarter earnings.

Net sales decreased $\$ 15.7$ million or $5.5 \%$ to $\$ 271$ million for the six months ended June 30, 1994 compared with the same period in 1993. Net sales were reduced by $\$ 6.3$ million from the effect of a stronger U.S dollar as compared to the first six months of 1993 and by $\$ 20.6$ million resulting from the divestiture of AES. Excluding these factors, 1994 net sales were $3.9 \%$ above 1993 net sales.

The Company continues to gain market share in Forming Fabrics and retain its Press Fabric market share. While there have not been any significant price increases in 1994, except for new products and upgrades, some of the Company's customers have increased prices, particularly in the kraft and pulp grades, and this could result in better pricing for paper machine clothing in 1995.

Gross profit continued to improve and was $39.1 \%$ of net sales for the three months ended June 30,1994 as compared to $36.6 \%$ for the same period in 1993 bringing the six month result to $38.7 \%$ for 1994 as compared to $35.7 \%$ for 1993. Year to date variable costs as a percent of net sales decreased to $32.2 \%$ in 1994 from 34.9\% in 1993. The improvement is due mainly to plant closings and workforce reductions, principally in Europe, and the divestiture of AES in June 1993. In addition, the Company's Total Quality Assurance program has resulted in improved product quality and efficiencies, both of which have contributed to lower costs.

Selling, technical and general expenses decreased 4.9\% for the six months ended June 30, 1994 as compared to the six months ended June 30, 1993. Translation of non-U.S. currencies into U.S. dollars decreased reported amounts by $\$ 1.6$ million due to the stronger U.S. dollar while the divestiture of AES reduced these costs by $\$ 6.6$ million. Excluding these factors, expenses increased 5.5\%. The Company has not reduced its sales and service efforts as there is increasing customer demand for service. Management anticipates that this demand will continue to increase as customers reduce the number of suppliers.

Operating income as a percent of net sales increased to $9.3 \%$ for the six months ended June 30, 1994 from $6.3 \%$ for the comparable period in 1993 and increased to $10.1 \%$ for the three months ended June 30,1994 as compared to $7.9 \%$ for the same period last year due principally to factors described above. Management is continuing to review capacity requirements with the intention of further reducing costs and streamlining operations and anticipates that operating income as a percent of net sales should continue to improve during the rest of 1994. However, the magnitude of any improvements will depend on the rate of recovery of the European economies.

Interest expense decreased as compared to the six months ended June 30, 1993 as total debt is lower at June 30, 1994 as compared to the same period in 1993. This reduction is due principally to a 4.1 million share public offering of the Company's Class A Common Stock during the fourth quarter of 1993 which proceeds were used to repay floating rate bank debt.

The decrease in other (income)/expense, net was due to currency transactions which resulted in income of $\$ .5$ million for the six months ended June 30,1994 as compared to income of $\$ 2.3$ million for the same period in 1993 and to no prereceivable sales in 1994 which resulted in $\$ 1.3$ million less expense in 1994 as compared to 1993.

The tax rate for the six months ended June 30 , 1994 is $43.0 \%$ as compared to $39.4 \%$ for the comparable period in 1993 and approximates the anticipated effective rate for the full year 1994. The rate increase is due principally to the accrual of net charges associated with prior years resulting from both U. S. and non- U. S. examinations.

During February 1994 the Company exchanged its 40\% equity interests in Brazil and Argentina for the remaining 60\% interest in Mexico. The transaction was accounted for as a purchase, and accordingly, the company has included the results of operations in its financial statements as of January 1, 1994. Reported results of Mexico were not significant. The Company's only remaining equity interest is a 50\% partnership in South Africa.

Reasons for changes in the results of operations for the three month period ended June 30, 1994 as compared to the corresponding period in 1993 are similar to those which affected the six month comparisons, except where specifically noted.

## LIQUIDITY AND CAPITAL RESOURCES:

The weakening U. S. dollar during the first six months of 1994 and the purchase of the remaining Mexican equity interest (discussed above) increased accounts receivable by $\$ 11.9$ million and increased inventories by $\$ 5.8$ million. In addition, no accounts receivable were sold at June 30,1994 as compared to $\$ 5.4$ million sold at December 31, 1993. During the first six months of 1994, the Company implemented Continuous Supply programs with a number of paper manufacturers. These relationships require the Company to carry inventory rather than the customer and provide just in time sourcing to the customers mill. This has resulted in increased inventories and may result in additional increases in the near term but should result in more predictable requirements and lower inventory levels and increased sales in the long term. Management does not expect to see any significant reductions in inventory until the first quarter of 1995.

The Company has an agreement under which it may sell to a financial institution up to $\$ 40$ million of the Company's right to receive certain payments for goods ordered from the Company. At June 30, 1994, there were no amounts sold under this agreement as compared to $\$ 12.0$ million at December 31,1993. At December 31,1993 this transaction reduced long-term debt by $\$ 12.0$ million, reduced accounts receivable by $\$ 5.4$ million and increased accrued liabilities by $\$ 6.6$ million.

Capital expenditures for the six months ended June 30,1994 were $\$ 17.3$ million as compared to $\$ 11.7$ million for the same period last year. The Company anticipates that capital expenditures for the full year will approximate $\$ 39$ million. The Company will finance these expenditures with cash from operations and existing credit facilities.

Cash dividends of $\$ .0875$ per share, were paid in the first two quarters of 1994 and were related to the fourth quarter of 1993 and the first quarter of 1994. The Company also declared a cash dividend of $\$ .0875$ per share for the second quarter of 1994 which will be paid in the third quarter of this year.

## ITEM 4. SUBMISSION OF MATTERS TO A VOTE OF SECURITY HOLDERS

At the annual meeting of shareholders held on May 12, 1994 items subject to a vote of security holders were the election of eight directors and the election of auditors.

In the vote for the election of eight members of the Board of Directors of the Company, the number of votes cast for, and the number of votes withheld from, each of the nominees were as follows:

Nominee

-     - -------
J. Spencer Standish Francis L. McKone Charles B. Buchanan Paul Bancroft III Thomas R. Beecher, Jr. Stanley I. Landgraf Allan Stenshamn Barbara P. Wright


| $18,880,991$ | $56,333,270$ | 26,838 |
| :--- | :--- | :--- |
| $18,880,991$ | $56,333,270$ | 26,838 |
| $18,880,991$ | $56,333,270$ | 26,838 |
| $18,880,751$ | $56,333,270$ | 27,078 |
| $18,880,991$ | $56,333,270$ | 26,838 |
| $18,881,091$ | $56,333,270$ | 26,738 |
| $18,880,991$ | $56,333,270$ | 26,838 |
| $18,880,630$ | $56,333,270$ | 27,199 |



| - | - |
| :--- | :--- |
| - | - |
| - | - |
| - | - |
| - | - |
| - | - |
| - | - |
| - | - |

In the vote on the motion to appoint the firm of Coopers \& Lybrand as the Company's auditor for 1994, the number of votes cast for, the number cast against, and the number of votes abstaining with respect to such resolution were as follows:

| Number of Votes For Class A <br> Class B |  | Number of Votes Against |  | Number of Votes Class A | Abstaining Class B | Broker Nonvotes |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Class | Class B |  |  | Class A | Class B |
| 18,844,830 | 56,333,270 | 22,784 | - | 40,215 | - | - | - |

ITEM 6. EXHIBITS AND REPORTS ON FORM 8-K

A report on Form 8-K was filed on June 30, 1994 containing exhibits only (no items were reported).

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.

## ALBANY INTERNATIONAL CORP.

(Registrant)

Date: August 12, 1994
by /s/ Michael C. Nahl
Michael C. Nahl
Sr. Vice President and
Chief Financial Officer

## ALBANY INTERNATIONAL CORP. <br> EXHIBIT II

SCHEDULE OF COMPUTATION OF PRIMARY NET INCOME PER SHARE
(in thousands, except per share data)

| For the th ended J 1994 (1) | $\begin{aligned} & \text { fee months } \\ & \text { une } 30 \text {, } \\ & 1993 \end{aligned}$ |  | $\begin{aligned} & \text { For the six months } \\ & \text { ended June } 30 \text {, } \\ & 1994 \text { (1) } 1993 \text { (1) } \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: |
| 29,959,071 | 25,718,187 | Common stock outstanding at end of period | 29,959,071 | 25,718,187 |
| $(23,867)$ | $(23,969)$ | Adjustments to ending shares to arrive at weighted average for the period: <br> Shares contributed to E.S.O.P. <br> (2) <br> Shares issued under option (2) | $\begin{array}{r} (40,742) \\ (3,315) \end{array}$ | $(42,889)$ |
| 29,935,204 | 25,694,218 | Weighted average number of shares | 29,915,014 | 25,675,298 |
| \$5,932 | \$4,574 | Net income | \$9,585 | \$4,705 |
| \$0.20 | \$0.17 | Net income per share | \$0.32 | \$0.18 |

(1) Includes Class A and Class B Common Stock
(2) Calculated as follows:
number of shares outstanding multiplied by the reciprocal of the number of days outstanding divided by the number of days in the period

SHARES CONTRIBUTED TO E.S.O.P.:
Shares For the six months:

| January 31, 1993 | 13,626 | (30/181) | 2,259 |
| :---: | :---: | :---: | :---: |
| February 28, 1993 | 13,572 * | (58/181) | 4,349 |
| March 311993 | 12,074 * | (89/181) | 5,937 |
| April 30, 1993 | 12,736 * | (119/181) | 8,373 |
| May 31, 1993 | 11,770 * | (150/181) | 9,754 |
| June 30, 1993 | 12,285 | (180/181) | 12,217 |
|  |  |  | 42,889 |


| January 31, 1994 | 10,831*(30/181) | 1,795 |
| :---: | :---: | :---: |
| February 28, 1994 | 11,120*(58/181) | 3,564 |
| March 31, 1994 | 11,090*(89/181) | 5,453 |
| April 12, 1994 | 56*(101/181) | 31 |
| April 30, 1994 | 11,683* (119/181) | 7,681 |
| May 31, 1994 | 11,882* (150/181) | 9,847 |
| June 30, 1994 | 12,440*(180/181) | 12,371 |
|  |  | 40,742 |

For the three months:

| $12,736 *(29 / 91)$ | 4,059 |
| :--- | ---: |
| $11,770 *(60 / 91)$ | 7,760 |
| $12,285 *(90 / 91)$ | 12,150 |

April 12, 1994 56*(11/91) 7
April 30, 1994
May 31, 1994
June 30, 1994
$11,683 *(29 / 91) \quad 3,723$
$11,882 *(60 / 91) \quad 7,834$
$12,440 *(90 / 91) \quad 12,303$

ALBANY INTERNATIONAL CORP.
EXHIBIT II
SCHEDULE OF COMPUTATION OF PRIMARY NET INCOME PER SHARE
(in thousands, except per share data)

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SHARES ISSUED UNDER OPTION:
    For the six months:
    March 22, 1994 7,500*(80/181)
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Shares

3,315

