# SECURITIES AND EXCHANGE COMMISSION Washington, D.C. 20549 

Form 10-Q
(x) QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the quarter ended: September 30, 1997

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: 0-16214

ALBANY INTERNATIONAL CORP.
(Exact name of registrant as specified in its charter)

## Delaware

(State or other jurisdiction of incorporation or organization)

1373 Broadway, Albany, New York
(Address of principal executive offices)
Registrant's telephone number, including area code

14-0462060
(IRS Employer Identification No.)

12204 (Zip Code)

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 $25,351,423$ shares of Class A Common Stock and $5,615,563$ shares of Class B Common Stock outstanding as of September 30, 1997.

ALBANY INTERNATIONAL CORP.
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Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations

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


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

| ALBANY INTERNATIONAL CORP. CONSOLIDATED BALANCE SHEETS <br> (in thousands) | $\begin{gathered} \text { (unaudited) } \\ \text { September 30, } \\ 1997 \end{gathered}$ | $\begin{gathered} \text { Restated } \\ \text { December } 31, \\ 1996 \end{gathered}$ |
| :---: | :---: | :---: |
| ASSETS |  |  |
| Cash and cash equivalents | \$22,471 | \$8, 034 |
| Accounts receivable, net | 168,694 | 179,516 |
| Inventories: |  |  |
| Finished goods | 106,851 | 105,822 |
| Work in process | 40, 808 | 40,568 |
| Raw material and supplies | 34,494 | 33,808 |
|  | 182,153 | 180, 198 |
| Deferred taxes and prepaid expenses | 17,801 | 16,879 |
| Total current assets | 391, 119 | 384,627 |
| Property, plant and equipment, net | 323,471 | 339,461 |
| Investments in associated companies | 2,256 | 2, 060 |
| Intangibles | 42,789 | 44,954 |
| Deferred taxes | 28,223 | 27,756 |
| Other assets | 41,950 | 33, 059 |
| Total assets | \$829, 808 | \$831, 917 |
| LIABILITIES AND SHAREHOLDERS' EQUITY |  |  |
| Notes and loans payable | \$61, 241 | \$65, 165 |
| Accounts payable | 28, 056 | 32,813 |
| Accrued liabilities | 59,152 | 59,755 |
| Current maturities of long-term debt | 2,126 | 2,295 |
| Income taxes payable and deferred | 11,532 | 16,718 |
| Total current liabilities | 162, 107 | 176,746 |
| Long-term debt | 188, 621 | 187,100 |
| Other noncurrent liabilities | 96,418 | 97,579 |
| Deferred taxes and other credits | 40,123 | 38,162 |
| Total liabilities | 487, 269 | 499,587 |
| SHAREHOLDERS' EQUITY |  |  |
| Preferred stock, par value $\$ 5.00$ per share; authorized 2,000,000 shares; none issued | - | - |
| Class A Common Stock, par value $\$ .001$ per share; authorized 100,000,000 shares; issued $25,356,137$ in 1997 and $24,865,573$ in 1996 | 25 | 25 |
| Class B Common Stock, par value $\$ .001$ per share; authorized 25,000,000 shares; issued and |  |  |
| Additional paid in capital | 187,373 | 177,412 |
| Retained earnings | 235, 974 | 209,875 |
| Translation adjustments | $(68,265)$ | $(42,340)$ |
| Pension liability adjustment | $(12,483)$ | $(12,483)$ |
|  | 342,630 | 332,495 |
| Less treasury stock (Class A), at cost $(4,714$ shares in 1997; 16,511 shares in 1996) | 91 | 165 |
| Total shareholders' equity | 342, 539 | 332, 330 |
| Total liabilities and shareholders' equity | \$829, 808 | \$831, 917 |

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

## ALBANY INTERNATIONAL CORP.

CONSOLIDATED STATEMENTS OF CASH FLOWS
(unaudited)
(in thousands)

| Nine Months Ended |  |
| :---: | :---: |
| September | 30, |
| Restated |  |
| 1997 | 1996 |

OPERATING ACTIVITIES
Net income
Adjustments to reconcile net income to net cash provided by operating activities Equity in earnings of associated companies
Depreciation and amortization
Accretion of convertible subordinated debentures
Provision for deferred income taxes, other credits and long-term liabilities
Increase in cash surrender value of life insurance, net of premiums paid
Unrealized currency transaction losses
Loss on disposition of assets
Shares contributed to ESOP
Loss on early extinguishment of debt
Changes in operating assets and liabilities
Accounts receivable
, 387
Inventories
Prepaid expenses
Accounts payable
Accrued liabilities
Income taxes payable
Other, net

| $\$ 35,778$ | $\$ 32,896$ |
| ---: | ---: |
| $(207)$ | $(112)$ |
| 33,149 | 34,488 |
| - | 353 |
| $(6,744)$ | $(3,375)$ |
| $(358)$ | $(265)$ |
| 3,385 | 263 |
| 2 | 430 |
| 3,513 | 4,450 |
| - | 1,296 |
|  |  |
| 7,387 | $(675)$ |
| $(2,258)$ | $(12,044)$ |
| $(736)$ | $(1,588)$ |
| $(4,756)$ | $(1,107)$ |
| 1,479 | 9,841 |
| $(1,818)$ | $(3,144)$ |
| $(3,300)$ | 52,424 |

INVESTING ACTIVITIES
Purchases of property, plant and equipment
Purchased software
Proceeds from sale of assets
Premiums paid for life insurance
Net cash used in investing activities

FINANCING ACTIVITIES
Proceeds from borrowings
41, 477
Principal payments on debt
$(40,798)$
215,878
Proceeds from options exercised
6,864
1, 079
$(1,421)$
Purchases of treasury shares
Dividends paid
$(9,475)$
Net cash used in financing activities

Effect of exchange rate changes on cash

Increase in cash and cash equivalents
Cash and cash equivalents at beginning of year
Cash and cash equivalents at end of period

| 41,477 | 215,878 |
| :---: | :---: |
| $(40,798)$ | $(217,107)$ |
| 6,864 | 101 |
| 1,079 | - |
| $(1,421)$ | $(2,552)$ |
| $(9,475)$ | $(9,104)$ |
| $(2,274)$ | $(12,784)$ |
| $(6,491)$ | $(3,077)$ |
| 14,437 | 1,557 |
| 8, 034 | 7,609 |
| \$22,471 | \$9,166 |

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

## ALBANY INTERNATIONAL CORP.

NOTES TO CONSOLIDATED 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, 1996.
2. Other Expense, Net

Included in other expense, net for the nine months ended September 30 are: currency transactions, $\$ 1.7$ million income in 1997 and 1996, amortization of debt issuance costs and loan origination fees, $\$ .7$ million in 1997 and $\$ .8$ million in 1996, interest rate protection agreements, $\$ .7$ million income in 1997 and $\$ .8$ million income in 1996, strategic planning costs, $\$ 1.3$ million in 1997 and other miscellaneous items, none of which are significant, in 1997 and 1996.

Included in other expense, net for the three months ended September 30 are: currency transactions, $\$ 1.0$ million income in 1997 and $\$ .2$ million expense in 1996, amortization of debt issuance costs and loan origination fees, $\$ .3$ million in 1997 and 1996, interest rate protection agreements, $\$ .5$ million income in 1996, strategic planning costs, $\$ 1.3$ million in 1997 and other miscellaneous items, none of which are significant, in 1997 and 1996.

## 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 to earnings per share at September 30, 1997 and 1996.

Effective December 15, 1997, the Company is required to adopt Financial Accounting Standard No. 128, "Earnings per Share". This Standard requires both basic and diluted earnings per share to be reported for all periods presented. When income/(loss) per common share is calculated in accordance with this Standard, for the three and nine months ended September 30, 1997 and 1996, basic and diluted income/(loss) per common share do not significantly differ from reported amounts.
4. Income Taxes

The Company's effective tax rate for the nine months ended September 30, 1997 and 1996 was $39 \%$ and approximates the anticipated effective tax rate for the full year 1997.

Interest paid for the nine months ended September 30, 1997 and 1996 was $\$ 11.4$ million and $\$ 14.7$ million, respectively.

Taxes paid for the nine months ended September 30, 1997 and 1996 was $\$ 16.7$ million and $\$ 13.2$ million, respectively.
6. Accounting for Derivatives

Gains or losses on forward exchange contracts that function as an economic hedge against currency fluctuation effects on future revenue streams are recorded in "Other expense, net".

Gains or losses on forward exchange contracts that are designated a hedge of a foreign operation's net assets and/or long-term intercompany loans are recorded in "Translation adjustments", a separate component of shareholders' equity. These contracts reduce the risk of currency exposure on foreign currency net assets and do not exceed the foreign currency amount being hedged. To the extent the above criteria are not met, or the related assets are sold, extinguished, or terminated, activity associated with such hedges is recorded in "Other expense, net".

All open positions on forward exchange contracts are valued at fair value using the estimated forward rate of a matching contract.

Gains or losses on futures contracts are recorded in "Other expense, net". Open positions are valued at fair value using quoted market rates.
7. Inventories

During the third quarter of 1997, the Company changed its method of determining the cost of United States inventories from the last-in, first-out (LIFO) method to the average cost method. The Company believes that the average cost method results in a closer matching of revenues and expenses during periods of increased productivity and changes in product mix. This change in accounting method has been applied retroactively and financial information for all periods presented has been restated to apply the average cost method. Income before extraordinary item and net income were increased by $\$ .2$ million, less than 1 cent per share, and $\$ .5$ million, 2 cents per share, for the three and nine months ended September 30, 1996, respectively, as a result of this change. There was no effect on 1997 income. Retained earnings has been adjusted for the effect of retroactive application of the new method.

Item 2. Management's Discussion and Analysis
of Financial Condition and Results of Operations
For the Three and Nine Months Ended September 30, 1997
The following discussion should be read in conjunction with the accompanying Consolidated Financial Statements and Notes thereto.

RESULTS OF OPERATIONS:
Net sales increased to $\$ 171.7$ million for the three months ended September 30, 1997 as compared to $\$ 169.8$ million for the three months ended September 30, 1996. The effect of the stronger U.S. dollar as compared to the third quarter of 1996 was to decrease net sales by $\$ 9.8$ million. Excluding this effect and the 1996 acquisition of Schieffer Door Systems ("Schieffer"), 1997 net sales increased $2.8 \%$ as compared to 1996.

Net sales increased $3 \%$ to $\$ 525.5$ million for the nine months ended September 30, 1997 compared with the same period in 1996. The effect of the stronger U.S. dollar as compared to the first nine months of 1996 was to decrease net sales by $\$ 21.7$ million while the effect of Schieffer was to increase 1997 net sales by $\$ 22.0$ million

Geographically, net sales for the nine months ended September 30, 1997, as compared to the same period in 1996, increased in the U.S. and decreased in Canada. Net sales in Canada increased in the third quarter. Net sales in Europe, while up in local currency, decreased in U.S. dollars due to the effect of the stronger U.S. dollar.

Gross profit was $43.0 \%$ of net sales for the three months ended September 30, 1997 as compared to $42.4 \%$ for the same period in 1996 bringing the nine month result to $42.7 \%$ for 1997 as compared to $42.1 \%$ for 1996 . Excluding the effect of Schieffer, gross profit was $43.4 \%$ and $43.1 \%$ of net sales for the three and nine months ended September 30, 1997, respectively. Year to date variable costs as a percent of net sales increased from 32.9\% in 1996 to $33.7 \%$ for the same period in 1997. Excluding the effect of Schieffer, variable costs as a percent of net sales would have declined to $32.6 \%$ in 1997.

Selling, technical, general and research expenses, excluding Schieffer, were flat for the nine months ended September 30, 1997 as compared to the same period in 1996. Excluding the additional effect of translation of non-U.S. currencies into fewer U.S. dollars, these expenses increased 4.1\%.

Operating income as a percentage of net sales increased to $13.8 \%$ for the nine months ended September 30, 1997 from $13.5 \%$ for the comparable period in 1996. Even though third quarter 1997 fixed costs were right on forecast, the fact that net sales were below expectations caused operating income as a percentage of net sales to decrease to $14.0 \%$ for the three months ended September 30, 1997 from 14.4\% for the comparable period in 1996.

Accounts receivable decreased $\$ 10.8$ million from December 31, 1996. Excluding the effect of the stronger U.S. dollar, accounts receivable decreased \$4.1 million. Inventories increased $\$ 2.0$ million, during the nine months ended September 30, 1997, after restatement for a change in accounting for inventory as discussed below. Excluding the effect of the stronger U.S. dollar, inventories increased $\$ 8.6$ million.

During the third quarter of 1997, the Company changed its method of determining the cost of United States inventories from the last-in, first-out (LIFO) method to the average cost method. The Company believes that the average cost method results in a closer matching of revenues and expenses during periods of increased productivity and changes in product mix. This change in accounting method has been applied retroactively and financial information for all periods presented has been restated to apply the average cost method. Income before extraordinary item and net income were increased by $\$ .2$ million, less than 1 cent per share, and $\$ .5$ million, 2 cents per share, for the three and nine months ended September 30, 1996, respectively, as a result of this change. There was no effect on 1997 income. Retained earnings has been adjusted for the effect of retroactive application of the new method.

On March 15, 1996, the Company redeemed the $\$ 150$ million, $5.25 \%$ convertible subordinated debentures at a redemption price of $91.545 \%$. This redemption resulted in an extraordinary loss of approximately $\$ 1.3$ million, net of tax. The debentures were redeemed by utilizing the revolving credit agreement and short-term debt. The Company's current debt structure has resulted in lower interest expense and currently provides approximately $\$ 230$ million in committed and available unused long-term debt capacity with financial institutions. Management believes that this debt capacity, in combination with expected free cash flows, should be sufficient to meet operating requirements and for business opportunities and most acquisitions which support corporate strategies.

Capital expenditures for the nine months ended September 30, 1997 were $\$ 39.4$ million as compared to $\$ 34.3$ million for the same period last year. The Company anticipates that capital expenditures, excluding the capital equivalent of leases, will be approximately $\$ 55$ million for the full year. The largest single capital expenditure will be approximately $\$ 15$ million to construct a new manufacturing facility in South Korea which should be complete in November 1997. The Company will continue to finance these expenditures with cash from operations and existing credit facilities.

A cash dividend of $\$ .10$ per share, which was declared for the fourth quarter of 1996, was paid in the first quarter of 1997. The Company also declared cash dividends of $\$ .105$ per share for each of the first three quarters of 1997, which were paid in the second and third quarters and will be paid in the fourth quarter of this year.

Effective December 15, 1997, the Company is required to adopt Financial Accounting Standard No. 128, "Earnings per Share". This Standard requires both basic and diluted earnings per share to be reported for all periods presented. When income/(loss) per common share is calculated in accordance with this Standard, for the three and nine months ended September 30, 1997 and 1996, basic and diluted income/(loss) per common share do not significantly differ from reported amounts.

## Item 6. Exhibits and Reports on Form 8-K

No reports on Form 8-K were filed during the quarter ended September 30, 1997.

## Exhibit No.

Description
11. Schedule of computation of primary and fully diluted net income per share
18. Letter re change in accounting principle
27. Financial data schedule

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)
by /s/Michael C. Nahl
Michael C. Nahl Sr. Vice President and Chief Financial Officer

ALBANY INTERNATIONAL CORP. EXHIBIT 11
SCHEDULE OF COMPUTATION OF PRIMARY AND FULLY DILUTED NET INCOME PER SHARE
(in thousands, except per share data)

PRIMARY EARNINGS PER SHARE:

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

ADJUSTMENTS TO ENDING SHARES:

|  | Number of days in period |
| :---: | :---: |
| Three months | Nine months |
| 1996 | 92 |

## Reciprocal days

Three months
Nine months

1996
Shares Contributed to ESOP:
31-Jan-96
29-Feb-96
31-Mar-96
30-Apr-96
31-May-96
30-Jun-96
31-Jul-96
31-Aug-96
30-Sep-96

Totals

Shares Three months

## Shares adjustment

Shares Three months $\quad$ Nine months

| 12,969 | - | 1,420 |
| :---: | :---: | :---: |
| 136,670 | - | 29,429 |
| 11,616 | - | 3,815 |
| 10,790 | - | 4,726 |
| 12,658 | - | 6,976 |
| 10,383 | - | 6,859 |
| 12,253 | 3,996 | 9,480 |
| 13,016 | 8,630 | 11,543 |
| 11,067 | 10,946 | 11, 027 |
|  | 23,572 | 85,275 |

Shares Issued Under Option or to Directors:

$$
\begin{aligned}
& 20-\text { May- } 96 \\
& 22-\text { May- } 96
\end{aligned}
$$

2,255
1,152
6, 000

Totals

Treasury Shares Purchased:
17-Jan-96
13-Mar-96

Totals

1997
Shares Contributed to ESOP:
31-Jan-97
28-Feb-97
31-Mar-97
30-Apr-97
31-May-97
30-Jun-97
31-Jul-97
31-Aug-97
30-Sep-97

Totals

Shares Issued Under Option or to Directors:
02-Jan-97
03-Jan-97
06-Jan-97
07-Jan-97
08-Jan-97
30-Jan-97
03-Feb-97
07-Feb-97
12-Feb-97
13-Feb-97
14-Feb-97
18-Feb-97
02-Apr-97
21-Apr-97
09-Jun-97
12-Jun-97
13-Jun-97
18-Jun-97
19-Jun-97
25-Jun-97
26-Jun-97
22-Jul-97
24-Jul-97
25-Jul-97
31-Jul-97
01-Aug-97
05-Aug-97
06-Aug-97

| 12,002 | - | 1,319 |
| ---: | :--- | ---: |
| 58,773 | - | 12,487 |
| 12,126 | - | 3,953 |
| 12,380 | - | 5,396 |
| 12,193 | - | 6,699 |
| 11,243 | - | 7,413 |
| 10,555 | 3,442 | 8,158 |
| 9,406 | 6,236 | 8,338 |
| 10,061 | 9,952 | 10,024 |



| 200 | - | 1 |
| ---: | :--- | ---: |
| 3,600 | - | 26 |
| 10,000 | - | 183 |
| 900 | - | 20 |
| 5,000 | - | 128 |
| 37,300 | - | 3,962 |
| 20,000 | - | 2,418 |
| 5,000 | - | 678 |
| 27,000 | - | 4,154 |
| 1,400 | - | 221 |
| 28,600 | - | 4,610 |
| 10,000 | - | 1,758 |
| 1,800 | - | 606 |
| 2,922 | - | 1,177 |
| 2,500 | - | 1,456 |
| 17,900 | - | 6,622 |
| 10,200 | - | 5,354 |
| 8,700 | - | 11,886 |
| 19,200 | - | 3,205 |
| 5,000 | - | 9,026 |
| 14,000 | - | 3,774 |
| 5,100 |  | 16,440 |
| 22,000 |  | 45,055 |
| 60,000 | 5,164 | 20,713 |
| 26,800 | 15,652 | 466 |
| 600 | 8,739 | 13,292 |
| 16,800 |  | 202 |


(3) Dilutive common stock equivalents are not material and therefore are not included in the calculation of primary earnings per common share.

FULLY DILUTED EARNINGS PER SHARE:

| For the three monthsended September 30,Restated1997 |  |  |
| :---: | :---: | :---: |
|  |  |  |
| 30,877, 761 | 30, 388, 252 | Weighted average number of shares |
| 529, 032 | 333,876 | Incremental shares of unexercised options (4) |
| 31, 406, 793 | 30, 722, 128 | Adjusted weighted average number of shares |
| \$11, 424 | \$12, 526 | Income before extraordinary item |
| - | - | Extraordinary loss on early extinguishment of net of tax of $\$ 828$ |
| \$11,424 | \$12, 526 | Net income |
| \$0. 36 | \$0.41 | Income per share before extraordinary item |
| - | - | Extraordinary loss on early extinguishment of |
| \$0.36 | \$0.41 | Fully diluted net income per share |

(4) Incremental shares of unexercised options are calculated based on the higher of the average price of the Company's stock or the ending price for the respective period. The calculation includes all options whose exercise price is below the higher of the average or ending stock price.

LETTER RE CHANGE IN ACCOUNTING PRINCIPLE

Albany International Corp.
1373 Broadway
Albany, New York 12201

We are providing this letter to you for inclusion as an exhibit to your Form 10-Q filing pursuant to Item 601 of Regulation S-K.

We have read management's justification for the change in accounting from the last-in, first-out method (LIFO) of accounting for inventory to the average cost method contained in the Company's Form 10-Q for the quarter ended September 30, 1997. Based on our reading of the data and discussions with Company officials of the business judgment and business planning factors relating to the change, we believe management's justification to be reasonable. Accordingly, in reliance on management's determination as regards elements of business judgment and business planning, we concur that the newly adopted accounting principle described above is preferable in the Company's circumstances to the method previously applied.

We have not audited any financial statements of Albany International Corp. as of any date or for any period subsequent to December 31, 1996, nor have we audited the application of the change in accounting principle disclosed in Form 10-Q of Albany International Corp. for the three and nine months ended September 30, 1997; accordingly, our comments are subject to revision on completion of an audit of the financial statements that include the accounting change.

THIS SCHEDULE CONTAINS SUMMARY FINANCIAL INFORMATION EXTRACTED FROM ALBANY INTERNATIONAL CORP'S CONSOLIDATED FINANCIAL STATEMENTS AS OF AND FOR THE NINE MONTHS ENDED SEPTEMBER 30, 1997 AND IS QUALIFIED IN ITS ENTIRETY BY REFERENCE TO SUCH FINANCIAL STATEMENTS.

1,000

9-MOS
DEC-31-1997
SEP-30-1997

173,471
4,777
182,153
391,119 629,243
305,772
829, 808
162,107
0
0
31
829, 808
342,508
,
525,454
301, 038
453, 062
2,696
(185)

11, 570
58, 311
22,740
35,778
$0^{0}$
35,778
1.17
1.17

