SECURITIES AND EXCHANGE COMMISSION
WASHINGTON, D.C. 20549

## Form 10-Q

Quarterly Report Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934

For Quarter Ended June 30, 1995 Commission File Number 0-10436
L. B. Foster Company
(Exact name of registrant as specified in its charter)
Delaware
(State of Incorporation)
(I.R.S. Employer Identification No.)

415 Holiday Drive, Pittsburgh, Pennsylvania (Address of principal executive offices)

15220
(Zip Code)
(412) 928-3400
(Registrant's telephone number, including area code)
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
Indicate the number of shares outstanding of each of the registrant's classes of common stock as of the latest practicable date.

## Class

L. B. FOSTER COMPANY AND SUBSIDIARIES
PART I. Financial Information

Item 1. Financial Statements:

Condensed Consolidated Balance Sheets
Condensed Consolidated Statements of Income Condensed Consolidated Statements of Cash Flows

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## PART I. FINANCIAL INFORMATION

ITEM 1. FINANCIAL STATEMENTS
L. B. FOSTER COMPANY AND SUBSIDIARIES CONDENSED CONSOLIDATED BALANCE SHEETS (In Thousands)

Cash and cash equivalents
Accounts and notes receivable (Note 3)
L. B. FOSTER COMPANY AND SUBSIDIARIES CONDENSED CONSOLIDATED STATEMENTS OF INCOME
(In Thousands, Except Per Share Amounts)

|  | Three Months |  | Six Months |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Ended June |  |  |  |  | Ended |  |
|  | June 30, |  |  | 1995 |  | 1994 |  | 1995 | 1994 |
| Net Sales |  |  | \$72,564 | \$60,670 | \$128, 020 | 0 \$105 |  |  |  |
| Costs and Expenses: |  |  |  |  |  |  |  |  |  |
| Cost of Goods Sold |  | 64,816 | 53,609 | 113,848 |  | 93,823 |  |  |  |
| Selling and Admin- |  |  |  |  |  |  |  |  |  |
| istrative Expenses |  | 5,741 | 5,248 | 10,962 |  | 10,184 |  |  |  |
| Interest Expense |  | 756 | 430 | 1,336 |  | 888 |  |  |  |
| Other Expense (Income) |  | (265) | (71) | (252) |  | (193) |  |  |  |
|  |  |  | 71,048 | 59,216 |  | 125,894 |  | 104,702 |  |
| Income Before Income Taxes |  | 1,516 | 1,454 | 2,126 |  | 1,013 |  |  |  |
| Income Taxes (Benefit) |  | (208) | 251 |  | 0 |  | 101 |  |  |
| Net Income |  | \$1,724 | \$1,203 | \$2,126 |  | \$912 |  |  |  |
| Earnings Per Common |  |  |  |  |  |  |  |  |  |
| Share (Note 6) |  | \$0.17 | \$ \$0.12 | \$0.21 |  | \$0.09 |  |  |  |
| Average Number of Common |  |  |  |  |  |  |  |  |  |
| Shares Outstanding |  | 9,923 | 9,923 | 9,923 |  | 9,923 |  |  |  |
| Cash Dividend per Common Share | - |  | - |  | - | - |  |  |  |

See Notes to Condensed Consolidated Financial Statements.

# L. B. FOSTER COMPANY AND SUBSIDIARIES <br> CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS 

(In Thousands)
Six Months

Cash Flows from Operating Activities Net Income
\$2, 126
\$912
djustments to Reconcile Net Income to Net Cash Used by Operating Net Incom

Used by Operating Activities:
Gain on sale of property, plant and equipment
(164)
1,578 1,40
(331)

Change in Operating Assets and Liabilities:
Accounts receivable
Inventories
ther current asset
Other non-current assets
Accounts payable-trade
Accrued payroll and employee benefits
Other current liabilities
Other liabilities
Net Cash Used by Operating Activities
$(8,422)$
Cash Flows from Investing Activities
Proceeds from sale of property, plant and equipment
Capital expenditures on property, plant and equipment
Net Cash Used by Investing Activities

| $(10,751) \quad(10,583)$ |  |  |
| :---: | :---: | :---: |
|  | $(5,338)$ | $(2,957)$ |
| (49) | 118 |  |
| (128) | 211 |  |
| 5,240 | 7,190 |  |
| 175 |  |  |
| (524) | (200) |  |
|  | 91 | 125 |
| $(3,931)$ |  |  |

Cash Flows from Financing Activities:
Proceeds from issuance of revolving credit
agreement borrowings
Repayments of long-term debt
Net Cash Provided by Financing Activities
Net Increase in Cash and Cash Equivalents

2,351
607
$(2,724)$
(882)

4,283
77
$180 \quad 1,213$
\$1,259 \$1,290

9,240

Cash and Cash Equivalents at Beginning of Period Cash and Cash Equivalents at End of Period Supplemental Disclosures of Cash Flow Information
Interest Paid

Income Taxes Paid
$\$ 1,444 \quad \$ 949$
$\$ 132$

## L. B. FOSTER COMPANY AND SUBSIDIARIES

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

## 1. FINANCIAL STATEMENTS

The accompanying unaudited condensed consolidated financia tatements have been prepared in accordance with generally accepted accounting principles for interim financial information and with the instructions to Form 10-Q and Article 10 of Regulation S-X. Accordingly, they do not include all of the information and footnotes required by generally accepted ccounting principles for complete financial statements. In the opinion of management, all adjustments (consisting of normal recurring accruals) considered necessary for a fair presentation have been included. Operating results for the six months ended une 30, 1995 are not necessarily indicative of the results that may be expected for the year ended December 31, 1995. For
further information, refer to the consolidated financial
statements and footnotes thereto included in the Company's annual report on Form 10-K for the year ended December 31, 1994.

## 2. ACCOUNTING PRINCIPLES

In March 1995, the Financial Accounting Standards Board issued Statement of Financial Accounting Standards No. 121, "Accounting for the Impairment of Long-Lived Assets and for Long-Lived Assets to be Disposed Of". This statement is effective for fiscal years beginning after December 15, 1995, although earlier application is permitted. Management has not yet determined the impact the statement will have on the Company's financial statements.
3. ACCOUNTS RECEIVABLE

Credit is extended on an evaluation of the customer's financial condition and, generally, collateral is not required. Credit terms are consistent with industry standards and practices. Trade accounts receivable at June 30, 1995 and December 31, 1994 have been reduced by an allowance for doubtful accounts of $\$ 1,682,000$ and $\$ 1,615,000$, respectively. Bad debt expense wa $\$ 71,000$ and $\$ 120,000$ for the six month periods ended June 30, 1995 and 1994, respectively.
4. INVENTORIES

Inventories of the Company at June 30, 1995 and December 31, 1994 are summarized as follows (in thousands):

| $\begin{gathered} \text { June } 30, \\ 1995 \end{gathered}$ | $\begin{gathered} \text { December 31, } \\ 1994 \end{gathered}$ |  |
| :---: | :---: | :---: |
| \$34,652 | \$28,495 |  |
| 14,174 |  | 14,242 |
| 2,478 | 2,971 |  |
| 45,708 |  |  |

Less) :
Current costs over LIFO
stated values

Reserve for decline in
market value of inventories (600)
$(1,757)$
$(1,457)$
(600)

Inventories of the Company are generally valued at the lower of last-in, first-out (LIFO) cost or market. Other inventories of the Company are valued at average cost or market, whichever is lower. An actual valuation of inventory under the LIFO method can be made only at the end of each year based on the inventory levels and costs at that time. Accordingly, interim LIFO calculations must necessarily be based on management's estimates of expected year-end levels and costs.
5. SHORT-TERM BORROWINGS

In May 1995, the Company's revolving loan agreement was amended to increase the borrowing commitment by $\$ 5,000,000$ to $\$ 45,000,000$. The increased borrowing commitment is effective until October 31, 1995.
6. EARNINGS PER COMMON SHARE

Earnings per common share are computed by dividing net income by the average number of Class A common shares and common stock equivalents outstanding during the periods June 30, 1995 and 1994 of approximately 9,923,000. Common stock equivalents are the net additional number of shares which would be issuable upon the exercise of the outstanding common stock options, assuming that the Company used the proceeds to purchase additional shares at market value. Common stock equivalents had no material effect on the computation of earnings per share for the periods ending June 30, 1995 and 1994.

## 7. COMMITMENTS AND CONTINGENT LIABILITIES

The Company is subject to laws and regulations relating to the protection of the environment. While it is not possible to quantify with certainty the potential impact of actions regarding environmental matters, particularly any future remediation and other compliance efforts, in the opinion of management, compliance with the present environmental protection laws will not have a material adverse effect on the financial position, competitive position, or capital expenditures of the Company. However, the Company's efforts to comply with increasingly stríngent environmental regulations may have an adverse effect on the Company's future earnings.

In March 1994, Livermore Amador Valley Wastewater Management Agency ("LAVWMA") notified the Company that it had supplied LAVWMA with pipe for a pipeline constructed between 1978 and 1979, and alleged that a substantial portion of the interior lining of the pipe had delaminated. On August 26, 1994, LAVWMA filed suit against the Company in Superior Court of California Eastern District of the County of Alameda and alleged that the Company is liable under theories of negligence and strict iability for the cost of repairing or replacing the pipe and punitive damages. LAVWMA contends that the cost of repairing and/or replacing the pipeline will be between $\$ 10$ million and $\$ 30$ million. The Company subsequently removed the case to the United States District Court in the Northern District of California. Although no assurances can be given, the Company believes it has meritorious defenses to this action and will defend itself vigorously.
The Company is subject to legal proceedings and claims which arise in the ordinary course of its business. In the opinion of management, the amount of ultimate liability with respect to these actions will not materially affect the financial position of the Company.

At June 30, 1995, the Company had outstanding letters of credit of approximately $\$ 1,837,000$.

Net Sales:
Rail products
Construction products

| \$30,263 | \$22,834 | 4 \$ 51,393 | \$ 40, 248 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 25,482 | 21,078 | 44,697 | 35,028 |  |  |
| 16,819 | 16,758 | 31,930 | 30,439 |  |  |
| \$72,564 | \$60,670 \$ | \$128, 020 | \$105, 715 |  |  |
| \$ 3,623 |  | \$ 3,403 | \$ 6,373 | \$ | 5,799 |
| 2,713 | 2,331 | 4,839 |  | 3,877 |  |
|  | 1,412 | 1,327 | 2,960 | 2,216 |  |
| 7,748 | 7,061 | 1 14,172 | 11,892 |  |  |

Expenses:
Selling and administrative expenses
Interest expense
Other (income) expense
Total Expenses
Income Before Income Taxes Income Tax Expense (Benefit) Net Income

| 5,741 |  | 5,248 | 10,962 |
| :---: | :---: | :---: | :---: |
| 756 |  | 430 | 1,336 |
| (265) | (71) | (252) | (193) |
| 6,232 | 5,607 | 12,046 | 10,879 |


| 1,516 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| $(208)$ | 251 |  |  |  |
| $\$ 1,724$ | $\$ 1,203$ | $\$$ | 0,126 |  |

Second Quarter 1995 Results of Operations
The net income for the 1995 second quarter was $\$ 1.7$ million or $\$ 0.17$ per share. This compares to a 1994 second quarter net income of $\$ 1.2$ million or $\$ 0.12$ per share.

Net sales for the 1995 second quarter were $\$ 72.6$ million or $20 \%$ higher than the comparable period in 1994. Rail products' net sales of $\$ 30.3$ million increased $33 \%$ from the comparable period last year, principally as a result of higher billings of new rail and transit products. Construction products' net sales of $\$ 25.5$ million in the 1995 second quarter were $21 \%$ higher than in 1994 due to substantially higher volume for piling products. Tubular products' net sales were unchanged from 1994, with an increase n the sales of coated pipe products offsetting declines in the sales of threaded and Fosterweld pipe products. Changes in net sales are primarily the result of changes in volume rather than changes in prices.

The gross margin percentage for the Company in the 1995 second quarter decreased to $11 \%$ versus $12 \%$ in the 1994 quarter, due quarter decreased to $11 \%$ versus $12 \%$ in the 1994 quarter, due
primarily to a reduction in rail products gross margin related primarily to a reduction in rail products gross margin related
to lower margins on running rail supply contracts. Construction to lower margins on running rail supply contracts. Constructior
products' gross margin remained unchanged at $11 \%$. Increased products' gross margin remained unchanged at $11 \%$. Increased
piling gross margin offset startup costs related to the new piling gross margin offset startup costs related to the new
Ephrata, PA sign structure facility and continued weakness in the Company's pile driving equipment business. The gross margin percentage for the Company's tubular products segment also remained unchanged from the prior year, with margins for coated pipe products improving, and margins for warehouse and threaded pipe products declining.

Selling and administrative expenses increased 9\% in the 1995 second quarter from the same period last year due to higher employee benefit costs and performance related accruals. Interest expense increased from the second quarter of 1994 primarily as a result of increased borrowings to finance working capital and higher interest rates. The income tax rate is less than the statutory rate in both 1995 and 1994 as a result of changes in net deferred tax assets.

First Six Months of 1995 Results of Operations
The net income for the first six months of 1995 was $\$ 2.1$ million or $\$ 0.21$ per share. This compares to a 1994 first six months net income of $\$ 0.9$ million or $\$ 0.09$ per share.

Net sales in 1995 were $\$ 128.0$ million or $21 \%$ higher than in the first half of 1994. Rail products' net sales of $\$ 51.4$ million increased $28 \%$ from the comparable period last year as a result of higher billings in all rail units. Construction products' net sales of $\$ 44.7$ million also increased $28 \%$ in the first six products products. Tubular products net sales were $\$ 31.9$ millon or $5 \%$ higher than in 1994. An increase in the sales of coated pipe products more than offset declines in the sales of threaded and Fosterweld pipe products. Changes in net sales are primarily the result of changes in volume rather than changes in prices.

The gross margin percentage for the Company was $11 \%$ in the first half of both 1995 and 1994. Rail products' gross margin percentage declined to $12 \%$ from $14 \%$ in the year earlier six months period due primarily to lower margins on running rail supply contracts. Construction products' gross margin of $11 \%$ was unchanged from the comparable period in 1994. The gross margin percentage for the Company's tubular products segment increased to $9 \%$ from $7 \%$ in 1994 due to increased pipe coating volume.

Selling and administrative expenses increased 8\% in the 1995 first half from the same period last year due to higher employee benefit costs and performance related accruals. Interest expense increased primarily as a result of both higher borrowings to finance working capital and higher interest rates. The income tax rate is lower than the statutory rate in both 1995 and 1994 as a result of changes in net deferred tax assets.

Liquidity and Capital Resources
The Company's ability to generate internal cash flow
("liquidity") results from the sale of inventory and the
collection of accounts receivable. During the first six months of 1995, the average turnover rates for accounts receivable and inventories were relatively unchanged from the prior year. Working capital at June 30, 1995 was $\$ 60$ million compared to $\$ 53$ million at December 31, 1994.

During the first six months of 1995, the Company had capital expenditures of $\$ 2.7$ million principally related to the new Newport coated pipe facility and trackwork production equipment Capital expenditures for the second half of 1995 are expected to be approximately $\$ 1.5$ million. Capital expenditures are anticipated to be funded by cash flows from operations and the proceeds from capital leases

In May 1995, the Company's revolving credit agreement was amended to increase the borrowing commitment to $\$ 45$ million through October 31, 1995. Although the current agreement does not expire until July 1996, the Company is currently negotiating a revised revolving credit agreement. Total revolving credit agreement borrowings at June 30, 1995 were $\$ 43.2$ million compared to $\$ 33.9$ million at the end of 1994 . The increase was used to finance greater working capital requirements as a result of higher second quarter sales and order entry. Outstanding letters of credit at June 30, 1995 were $\$ 1.8$ million. At June 30, 1995, the Company had no unused borrowing commitment. Management anticipates that inventory levels will be reduced during the second half of 1995 and that cash generated by the reductions will be used to lower its revolving credit borrowings. Management believes its internal and external sources of funds are adequate to meet anticipated needs.

Other Matters
In March 1994, Livermore Amador Valley Wastewater Management Agency ("LAVWMA") notified the Company that it had supplied LAVWMA with pipe for a pipeline constructed between 1978 and 1979, and alleged that a substantial portion of the interior lining of the pipe had delaminated. In August 1994, LAVWMA filed suit against the Company in Superior Court of California Eastern District of the County of Alameda and alleged that the Company is liable under theories of negligence and strict liability for the cost of repairing or replacing the pipe and punitive damages. LAVWMA contends that the cost of repairing and/or replacing the pipeline will be between $\$ 10$ million and $\$ 30$ million. The Company subsequently removed the case to the United States District Court in the Northern District of California. Although no assurances can be given, the Company believes it has meritorious defenses to this action and will defend itself vigorously.

The Company is responsible for certain waste previously generated at its former tie treating facility in Winslow, Indiana. Test results performed for the Company indicate possible contamination and additional testing is required. Until such testing is completed, the Company can not determine what additional actions, if any, may be necessary. Although no assurances can be given, the Company believes that additional costs will not be material.

It is not possible to quantify with certainty the potential impact of all actions regarding environmental matters, particularly future remediation and other compliance efforts. However, in the opinion of management, compliance with present environmental protection laws will not have a material adverse effect on the financial position of the Company. The Company's efforts to comply with increasingly stringent environmental matters may have an adverse effect on the Company's future earnings.

In March 1995, the Financial Accounting Standards Board issued Statement of Financial Accounting Standards No. 121, "Accounting or the Impairment of Long-Lived Assets and for Long-Lived Assets to be Disposed Of". This statement is effective for fiscal years beginning after December 15, 1995, although earlier application is permitted. Management has not yet determined the impact the statement will have on the Company's financial statements.

Outlook
The Company's future operating results may be affected by a number of factors. The Company is dependent upon a number of major suppliers. If a supplier had operational problems or ceased making material available to the Company, operations could be adversely affected. The Company's operations are in part dependent on governmental funding of infrastructure projects. Significant changes in the level of government funding of these projects could have a favorable or unfavorable impact on the operating results of the Company. Additionally, governmental actions concerning taxation, tariff, the results of the other matters could impact the operating results of the Company. The Company's operations results may also be affected by the weather.
Management continues to evaluate the overall performance of certain operations. A decision to terminate an operation could have a material effect on near term earnings but would not be expected to have a material adverse effect on the financial condition of the Company.

Although backlog is not necessarily indicative of future operating results, total Company backlog at June 30, 1995, was approximately $\$ 108$ million or $34 \%$ higher than at the end of the previous year. At June 30, 1995, backlog for the Company's rail products segment increased to $\$ 61$ million from $\$ 48$ million at the end of the previous year. The increase was principally from municipal transit projects. Construction products backlog was $\$ 28$ million at June 30, 1995, and $\$ 19$ million at December 31, 1994. The increase was principally in piling products. Tubular products backlog improved to $\$ 19$ million at June 30, 1995, from $\$ 15$ million at the end of the previous year principally due to an increase in orders for coated pipe products.

Item 1. LEGAL PROCEEDINGS
See Note 7, "Commitments and Contingent Liabilities", to the Condensed Consolidated Financial Statements.

Item 4. RESULTS OF VOTES OF SECURITY HOLDERS
At the Company's annual meeting on May 10, 1995, all the
Company's directors were reelected for an additional one-year
term. The following table sets forth the vote for the directors:

| Name | For <br> Election | Withheld <br> Authority |
| :--- | :--- | ---: |
|  |  | $8,407,179$ |

Additionally the shareholders voted to approve Ernst \& Young as the Company's independent auditors for the fiscal year ended December 31, 1995. The following table sets for the results of the vote for the independent auditors:

## For Approval

Approval
Against

8,409,601
11,900

Abstained
33,339

Item 6. EXHIBITS AND REPORTS ON FORM 8-K
a) EXHIBITS

Unless marked by an asterisk, all exhibits are incorporated
herein by reference:
3.1 Restated Certificate of Incorporation as amended to date filed as Exhibit 3.1 to Form 10-Q for the quarter ended March 31, 1987.
3.2 Bylaws of the Registrant, as amended to date, filed as

Exhibit 3.2 to Form $10-\mathrm{K}$ for the year ended December 31, 1993.
4.1 Loan Agreement by and among the Registrant and Mellon Bank,
N.A., Continental Bank, N.A. and Philadelphia National
dated as of February 15, 1090, fil
Form $\quad 10-\mathrm{K}$ for the year ended December 31, 1989.
4.1.1 First Amendment to Loan Agreement dated as of November 27, 1990 and filed as Exhibit 4.1.1 to Form 10-K for the
year ended December 31, 1990.
4.1.4 Third Amendment to Loan Agreement dated as of December 31, 1991, filed as Exhibit 4.1 .4 to Form 10-K for the year ended December 31, 1991.
4.1.5 Security Agreement by and among the Registrant and Mellon Bank, N.A., NBD Bank, N.A., and Philadelphia National Bank dated as of January 29, 1992, filed as Exhibit 4.1 .5 to Form $10-\mathrm{K}$ for the year ended December 31, 1991

Fourth Amendment to Loan Agreement dated as of May 11 1992, filed as Exhibit 4.1.6 to Form 10-Q for the quarter ended June 30, 1992.
4.1.7 Security Agreement by and among Allegheny Rail Products,

Inc. and Mellon Bank, N. A., NBD Bank, N. A., and Core States Bank, N. A. dated as of May 11, 1992, filed as Exhibit 4.1 .7 to Form 10-Q for the quarter ended June 30, 1992.
4.1.8 Fifth Amendment to Loan Agreement dated as of September 25, 1992, filed as Exhibit 4.1.8 to Form 10-Q for the quarter ended September 30, 1992.
4.1.9 Sixth Amendment to Loan Agreement dated as of April 30, 1993, filed as Exhibit 4.1 .9 to Form 10-Q for the quarter ended March 31, 1993.
4.1.10 Seventh Amendment to Loan Agreement dated as of December 31, 1993, filed as Exhibit 4.1 .10 to Form $10-\mathrm{K}$ for the year ended December 31, 1993.
4.1.11 Eighth Amendment to Loan Agreement dated as of February 1995, filed as Exhibit 4.1 .11 to Form 10-K for the year ended December 31, 1994.
4.1.12 Ninth Amendment to Loan Agreement dated as of May 3, 1995, filed as exhibit 4.1.12 to Form 10-Q for the quarter ended March 31, 1995.

Lease between the Registrant and Amax, Inc. for
manufacturing facility at Parkersburg, West Virginia, dated
9, 1978, filed as Exhibit 10.15 to
Registration Statement No. 2-72051.

Amendment dated June 19, 1990 to lease between
Registrant and Greentree Building Associates, filed as
Exhibit 10.16.1 to Form 10-Q for the quarter ended June 30, 1990.
b) REPORTS ON FORM 8-K

No reports on Form 8-K were filed by the Registrant during the month period ended June 30, 1995.

## 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 thereunto duly authorized.
L. B. FOSTER COMPANY (Registrant)

6-MOS
DEC-31-1995
JUN-30-1995
1,259
57,172 ${ }^{0}$ 1,682
48,947
108,959
33,207 58,377
33,207
140,229
49, 034
29, 066
102
$0 \quad 0$
60,900
140,229
128,020 128,020
$113,848113,848$
113,8
0
1,336
2,126
$\begin{array}{cc}2,126 & 0 \\ & 0\end{array}$

> 2,126

0

