TWIN DISC, INCORPORATED
(Exact name of registrant as specified in its charter)

Wisconsin
(State or other jurisdiction of Incorporation or organization)

1328 Racine Street, Racine, Wisconsin (Address of principal executive offices)

39-0667110
(I.R.S. Employer Identification No.)

53403
(Zip Code)
(414) 638-4000

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 .

At September 30, 1997, the registrant had 2,826,474 shares of its common stock outstanding.

| Assets |  |  |
| :---: | :---: | :---: |
| Current Assets: |  |  |
| Cash and cash equivalents | \$ 9,142 | \$ 8,983 |
| Trade accounts receivable, net | 31, 016 | 32,428 |
| Inventories | 50,206 | 47,844 |
| Deferred income taxes | 3,491 | 3,491 |
| Other | 4,649 | 5,216 |
| Total current assets | 98,504 | 97,962 |
| Property, plant and equipment, net | 34,555 | 34,249 |
| Investments in affiliates | 11, 051 | 10,880 |
| Deferred income taxes | 4,590 | 4,559 |
| Intangible pension asset | 4,779 | 4,779 |
| Other assets | 7,673 | 6,326 |
|  | \$161, 152 | \$158, 755 |
|  | ------- | - |
| Liabilities and Shareholders' Equity |  |  |
| Current liabilities: |  |  |
| Notes payable | \$ 204 | \$ 169 |
| Accounts payable | 13,374 | 12,834 |
| Accrued liabilities | 17,044 | 16,618 |
| Total current liabilities | 30,622 | 29,621 |
| Long-term debt | 19,946 | 19,944 |
| Accrued retirement benefits | 35,439 | 35,393 |
|  | 86,007 | 84,958 |
| Shareholders' Equity: |  |  |
| Common stock | 11,653 | 11,653 |
| Retained earnings | 78,216 | 77,424 |
| Foreign currency translation adjustment | 5,806 | 6, 060 |
| Minimum pension liability adjustment | $(3,708)$ | $(3,708)$ |
|  | 91,967 | 91,429 |
| Less treasury stock, at cost | 16,822 | 17,632 |
| Total shareholders' equity | 75,145 | 73,797 |
|  | \$161, 152 | \$158, 755 |
|  | ------- | ------- |

The notes to consolidated financial statements are an integral part of this statement. Amounts in thousands.

|  |  |  |
| :---: | :---: | :---: |
| Net sales | \$47, 880 | \$40,941 |
| Cost of goods sold | 37,944 | 32, 254 |
|  | 9,936 | 8,687 |
| Marketing, engineering and administrative expenses | 7,430 | 7,060 |
| Interest expense | 376 | 480 |
| Other (income) and expense, net | (112) | (980) |
|  | 7,694 | 6,560 |
| Earnings before income tax | 2,242 | 2,127 |
| Income taxes | 886 | 995 |
| Net earnings | \$ 1,356 | \$ 1,132 |
| Earnings per share | \$ . 48 | \$ . 41 |
| Dividends per share | \$ 0.190 | \$ 0.175 |
| Average shares outstanding | 2,810 | 2,777 |
| Translation component of equity |  |  |
| Balance - beginning of the period | \$ 6,060 | \$10,326 |
| Translation adjustment | (254) | 104 |
| Balance - end of the period | \$5,806 | \$10,430 |
|  |  |  |

Amounts in thousands except per share data. Per share figures are based on average shares outstanding.

The notes to consolidated financial statements are an integral part of this statement.

|  | Three Months September 1997 | $\begin{aligned} & \text { Ended } \\ & 30 \\ & 1996 \end{aligned}$ |
| :---: | :---: | :---: |
| Cash flows from operating activities: |  |  |
| Net earnings | \$1,356 | \$1,132 |
| Adjustments to reconcile to net cash |  |  |
| provided by operating activities: |  |  |
| Depreciation and amortization | 1,280 | 1,263 |
| Gain on sale of fixed assets | (358) | (238) |
| Equity in earnings of affiliates | 123 | 363 |
| Dividends received from affiliate | 100 | 100 |
| Net change in working capital, excluding cash and debt | (253) | 1,396 |
|  | 2,248 | 4, 016 |
| Cash flows from investing activities: |  |  |
| Acquisitions of fixed assets | $(1,654)$ | (746) |
| Proceeds from sale of fixed assets | 417 | 431 |
| Business acquisition | $(1,059)$ | - |
|  | $(2,296)$ | (315) |
| Cash flows from financing activities: |  |  |
| Increase (decrease) in notes payable, net | 46 | (773) |
| Proceeds from exercise of stock options | 781 | - |
| Dividends paid | (535) | (486) |
|  | 292 | (1, 259) |
| Effect of exchange rate changes on cash | (85) | (10) |
| Net change in cash and cash equivalents | 159 | 2,432 |
| Cash and cash equivalents: |  |  |
| Beginning of period | 8,983 | 2,043 |
| End of period | \$9,142 | \$4,475 |
|  | ---- | ---- |

The notes to consolidated financial statements are an integral part of this statement. Amounts in thousands.

## A. Basis of Presentation

The unaudited financial statements have been prepared by the Company pursuant to the rules and regulations of the Securities and Exchange Commission (SEC) and, in the opinion of the Company, include all adjustments, consisting only of normal recurring items, necessary for a fair statement of results for each period.
Certain information and footnote disclosures normally included in financial statements prepared in accordance with generally accepted accounting principles have been condensed or omitted pursuant to such SEC rules and regulations. The Company believes that the disclosures made are adequate to make the information presented not misleading. It is suggested that these financial statements be read in conjunction with financial statements and the notes thereto included in the Company's latest Annual Report. The year end condensed balance sheet data was derived from audited financial statements but does not include all disclosures required by generally accepted accounting principles.
B. Inventory

The major classes of inventories were as follows (in thousands):

|  | $\begin{gathered} \text { September } 30 \\ 1997 \end{gathered}$ | $\begin{gathered} \text { June } 30 \\ 1997 \end{gathered}$ |
| :---: | :---: | :---: |
| Inventories: |  |  |
| Finished parts | \$28,676 | \$38,713 |
| Work in process | 18,244 | 5,997 |
| Raw materials | 3,286 | 3,134 |
|  | \$50,206 | \$47, 844 |
|  | ------ |  |

## C. Contingencies

The Company is involved in various stages of investigation relative to hazardous waste sites, two of which are on the United States EPA National Priorities List (Superfund sites). The Company's assigned responsibility at each of the Superfund sites is less than $2 \%$. The Company has also been requested to provide administrative information related to two other potential Superfund sites but has not yet been identified as a potentially responsible party. Additionally, the Company is subject to certain product liability matters.

At September 30, 1997, the Company has accrued approximately \$1,350,000, which represents the best estimate available for the possible losses. This amount has been accrued over the past several years. Based on the information available, the Company does not expect that any unrecorded liability related to these matters would materially affect the consolidated financial position, results of operations or cash flows.

Net sales were 17 percent higher than the first quarter a year ago and earnings rose 20 percent continuing the year-over-year increases for the fourth consecutive year. Most of the improvement occurred at our domestic manufacturing operation where the added sales volume and higher productivity improved earnings.

Domestic sales increased primarily due to shipments of power-shift transmissions to a European vehicle manufacturer and to shipments of power take-offs and clutches used in recycling, irrigation, and oil field applications. There was continuing stable demand for marine transmissions used in commercial applications.

The volume of shipments from our Belgian operation rose more than 10 percent over last year as a result of strong demand for pleasure craft marine transmissions. However, due to a strengthening of the U.S. dollar, those higher shipments did not translate into an increase in reported dollar sales. Sales and earnings of our domestic marketing subsidiaries were up from a year ago, but, in the aggregate, our offshore operations experienced a slight decline. While the stronger dollar affected reported sales from those operations as well, the negative impact was not significant.

The consolidated gross margin for the quarter was off slightly from the same period last year with a decline in Europe more significant than the modest improvement domestically. Greater production volume and higher productivity were the key elements of the domestic improvement and helped offset the impact of an unfavorable sales mix at that operation.

Marketing, engineering, and administrative expenses for the current period were up about 5 percent from a year ago mainly due to the cost of engineering and marketing personnel added during the second half of last fiscal year. Interest expense was down from a year ago as short-term domestic borrowings were repaid during fiscal year 1997.

There was little change in working capital during the quarter, but it was $\$ 3$ million higher than a year ago as a result of increased cash and marketable securities and a reduction in short-term debt. The current ratio of 3.2 also was up slightly from a year ago. Changes in other current assets during the period were consistent with prior years activity. Accounts receivable declined on seasonally lower sales volume, and inventory increased in response to higher Fall production demands. Receivable collections and inventory turnover have both shown marked improvement since last year. Positive cash flows, primarily from operating activities, were sufficient to cover capital equipment purchases, dividends, and the purchase of the assets of Wilson Equipment, an independent distributor in Western Canada. That acquisition will be operated as a subsidiary of Mill-Log Equipment, our distributor in Oregon and Washington. Our balance sheet remains strong, and we continue to have liquidity sufficient for our near-term needs.

There were no reports on Form $8-\mathrm{K}$ during the three months ended September 30, 1997. The financial statements included herein have been subjected to a limited review by Coopers \& Lybrand L.L.P., the registrant's independent public auditors, in accordance with professional standards and procedures for such review.

There were no securities of the Company sold by the Company during the three months ended September 30, 1997, which were not registered under the Securities Act of 1933, in reliance upon an exemption from registration provided by Section 4 (2) of the Act.

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.

TWIN DISC, INCORPORATED
(Registrant)

October 28,1997
(Date)
/S/
Fred H. Timm
Corporate Controller/Secretary
(Chief Accounting Officer)

Board of Directors
Twin Disc, Incorporated
Racine, Wisconsin
We have reviewed the accompanying condensed consolidated balance sheet of Twin Disc, Incorporated and subsidiaries as of September 30, 1997, and the related condensed consolidated statements of operations and cash flows for the three-month periods ended September 30, 1997 and 1996. These financial statements are the responsibility of the Company's management.

We conducted our review in accordance with standards established by the American Institute of Certified Public Accountants. A review of interim financial information consists principally of applying analytical review procedures to financial data, and making inquiries of persons responsible for financial accounting matters. It is substantially less in scope than an audit in accordance with generally accepted auditing standards, the objective of which is the expression of an opinion regarding the financial statements taken as a whole. Accordingly, we do not express such an opinion.

Based on our review, we are not aware of any material modifications that should be made to the condensed consolidated financial statements referred to above for them to be in conformity with generally accepted accounting principles.

We have previously audited, in accordance with generally accepted auditing standards, the consolidated balance sheet as of June 30, 1997, and the related consolidated statements of operations, changes in shareholders' equity, and cash flows for the year then ended (not presented herein); and in our report dated July 18, 1997, we expressed an unqualified opinion on those consolidated financial statements. In our opinion, the information set forth in the accompanying condensed consolidated balance sheet as of June 30, 1997, is fairly stated, in all material respects, in relation to the consolidated balance sheet from which it has been derived.

## /s/

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Coopers \& Lybrand L.L.P.
Milwaukee, Wisconsin
October 10, 1997

Securities and Exchange Commission
450 Fifth Street, N.W.
Washington, D.C. 20549
RE: Twin Disc, Incorporated
We are aware that our report dated October 10, 1997 on our review of interim financial information of Twin Disc, Incorporated for the three-month periods ended September 30, 1997 and 1996 and included in the Company's quarterly report on Form 10-Q for the quarter then ended, is incorporated by reference in the registration statements of Twin Disc, Incorporated on Form S-8 (Twin Disc, Incorporated 1988 Incentive Stock Option Plan and Twin Disc, Incorporated 1988 Non-Qualified Stock Option Plan for Officers, Key Employees and Directors). Pursuant to Rule $436(c)$ under the Securities Act of 1933, this report should not be considered a part of the registration statement prepared or certified by us within the meaning of Sections 7 and 11 of that Act.
/S/
Coopers \& Lybrand L.L.P.

Milwaukee, Wisconsin
October 24, 1997

THE SCHEDULE CONTAINS SUMMARY FINANCIAL INFORMATION EXTRACTED
FROM THE TWIN
DISC, INCORPORATED CONDENSED CONSOLIDATED FINANCIAL STATEMENTS
SET FORTH IN
THE THIRD QUARTER REPORT TO SHAREHOLDERS FOR THE THREE MONTHS
ENDED SEPTEMBER
30, 1997 AND IS QUALIFIED IN ITS ENTIRETY BY REFERENCE TO SUCH FINANCIAL STATEMENTS.

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            SEP-30-1997
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                                    50,206
            98,504
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            74,432
            161,152
            30,622
                                    19,946
                                    11,653
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                                    63,492
161,152
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