## UNITED STATES

SECURITIES AND EXCHANGE COMMISSION
Washington, D.C. 20549
FORM 8-K

## CURRENT REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

July 30, 2008
Date of Report (Date of earliest event reported)

## QUAKER CHEMICAL CORPORATION

(Exact name of Registrant as specified in its charter)
Commission File Number 001-12019

## PENNSYLVANIA

(State or other jurisdiction of incorporation or organization)

No. 23-0993790
(I.R.S. Employer

Identification No.)

$$
\begin{gathered}
\text { One Quaker Park } \\
\text { 901 Hector Street } \\
\text { Conshohocken, Pennsylvania } 19428 \\
\text { (Address of principal executive offices) } \\
\text { (Zip Code) } \\
\text { (610) 832-4000 } \\
\text { (Registrant's telephone number, including area code) } \\
\text { Not Applicable } \\
\text { (Former name or former address, if changed since last report) }
\end{gathered}
$$

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:
o Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
o Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
o Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
o Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

## Item 2.02.

 Results of Operations and Financial Condition.On July 30, 2008, Quaker Chemical Corporation announced its results of operations for the second quarter ended June 30,2008 in a press release, the text of which is included as Exhibit 99.1 hereto.

## Item 9.01. Financial Statements and Exhibits.

The following exhibit is included as part of this report:

Exhibit No.
99.1

Press Release of Quaker Chemical Corporation dated July 30, 2008.

## 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.

QUAKER CHEMICAL CORPORATION
Registrant
By:
/s/ Mark A. Featherstone
Mark A. Featherstone
Vice President and Chief Financial Officer

## Contact: <br> Mark A. Featherstone <br> Vice President and Chief Financial Officer 610-832-4160

# QUAKER CHEMICAL ANNOUNCES RECORD QUARTERLY SALES AND HIGHER EARNINGS 

July 30, 2008
CONSHOHOCKEN, PA - Quaker Chemical Corporation (NYSE:KWR) today announced net sales for the second quarter 2008 of $\$ 158.2$ million, a quarterly record, and net income of $\$ 4.3$ million, increases of $15 \%$ and $4 \%$, respectively, compared to the second quarter of 2007. Earnings per diluted share were $\$ 0.41$ for the second quarter of 2008 , the same as the second quarter of 2007. Included in second quarter 2008 results is a charge of approximately $\$ 1.9$ million of incremental expense, or approximately $\$ 0.12$ per diluted share, related to the upcoming retirement of the Company's chief executive officer.
"We had a fine second quarter in sales and profits, particularly in consideration of the much quickened escalation of raw material costs in the quarter and the CEO transition cost charged. Our raw material experience in the quarter dramatically outstripped even the unprecedented levels of the last couple of years," commented Ronald J. Naples, Chairman and Chief Executive Officer. "Our second quarter profit was helped by considerable leverage in SG\&A expenses. And, beyond the P\&L, the second quarter showed excellent cash flow improvement, leading to about a $\$ 14$ million reduction in net debt, our lowest level since the end of 2005. We are certainly mindful of the challenges and limited visibility of the current economic environment, but we remain committed to investing in key growth initiatives and continuing to work with our customers to recognize the value we deliver and our cost realities. We're on our way to a solid growth year, even in the face of today's well-known negatives, and are confident of our long-term future and the prospects for continued growth."

## Second Quarter Summary

Net sales for the second quarter were $\$ 158.2$ million, up $15 \%$ compared to $\$ 137.6$ million for the second quarter of 2007. The increase in net sales was primarily due to higher sales prices and foreign exchange rate translation. Volume growth in Asia/Pacific and South America, as well as higher revenue from Chemical Management Services ("CMS"), was largely offset by volume declines in the Company's other regions. Foreign exchange rate translation increased revenues by approximately $8 \%$. Selling price increases were realized, in part, as a result of an ongoing effort to offset higher raw material costs. CMS revenue was higher due to the impact of additional CMS accounts gained in 2007, as well as the renewal and restructuring of several of the Company's CMS contracts.

Gross margin dollars were up by approximately $\$ 2.2$ million, or $5 \%$ over the second quarter of 2007 . However, the gross margin percentage was $28.3 \%$, compared to $31.0 \%$ in the second quarter of 2007. The Company's larger mix of CMS contracts reported on a gross versus pass-through basis decreased the gross margin percentage by approximately 0.5 percentage points. The remaining decline in the gross margin percentage is due to increased raw material costs in excess of price increases, as well as product and regional sales mix. The Company has announced and implemented a number of further price increases to aid in offsetting the significant rise in the Company's key raw material costs.

Selling, general and administrative expenses ("SG\&A") increased $\$ 1.7$ million, compared to the second quarter of 2007. Foreign exchange rate translation increased SG\&A by $\$ 2.5$ million. Investments in higher growth areas, as well as inflationary increases, were more than offset by lower legal and environmental costs and lower incentive compensation expense. SG\&A as a percent of sales was $23.5 \%$ versus $25.7 \%$ in last year's second quarter.

## Quaker Chemical Corporation

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As previously announced on May 7, 2008, Ronald J. Naples, Chairman and Chief Executive Officer of Quaker Chemical Corporation, announced his plan to retire as Quaker's Chief Executive Officer, effective October 3, 2008. As further discussed in the Company's 8-K filed on May 13, 2008, the Company is recognizing certain accelerated and other costs, in accordance with Mr. Naples' Employment, Transition and Consulting Agreement, which are expected to total $\$ 5.8$ million over the 2008-2010 period. Of the $\$ 3.5$ million in incremental costs estimated to be incurred in 2008, approximately $\$ 1.9$ million, or approximately $\$ 0.12$ per diluted share, was recognized in the second quarter of 2008.

Other income includes a net arbitration award of approximately $\$ 1.0$ million, or approximately $\$ 0.04$ per diluted share, related to litigation with one of the former owners of the Company's Italian subsidiary. The decrease in interest expense is due to lower average debt balances and interest rates, as well as higher interest income.

## Year-to-Date Summary

Net sales for the first half of 2008 were $\$ 305.9$ million, up $16.5 \%$ from $\$ 262.5$ million for the first half of 2007 . The increase in net sales was attributable to volume growth, higher sales prices and foreign exchange rate translation. Volume growth was realized in virtually all the Company's regions, including higher revenue related to the Company's CMS channel. Foreign exchange rate translation increased revenues by approximately $8 \%$. Selling price increases were realized, in part, as a result of an ongoing effort to offset higher raw material costs. CMS revenues were higher due to the impact of additional CMS accounts gained in 2007, as well as the renewal and restructuring of several of the Company's CMS contracts.

Gross margin dollars were up $\$ 7.3$ million, or $9 \%$ for the first half of 2008, compared to the first half of 2007 . However, gross margin percentage was $28.9 \%$ for the first half of 2008, compared to $30.9 \%$ in the first half of 2007. The Company's larger mix of CMS contracts reported on a gross versus pass-through basis decreased the gross margin percentage by approximately 0.5 percentage points. The remaining decline in the gross margin percentage is due to increased raw material costs in excess of price increases, as well as product and regional sales mix.

SG\&A for the first half of 2008 increased $\$ 4.3$ million, compared to the first half of 2007. Foreign exchange rate translation increased SG\&A by $\$ 4.8$ million. Investments in higher growth areas, as well as inflationary increases, were more than offset by lower legal and environmental costs and lower incentive compensation expense.

Other income includes the net arbitration award noted above. The decrease in interest expense is due to lower average debt balances and interest rates, as well as higher interest income.

## Balance Sheet and Cash Flow Items

The Company's net debt-to-total-capital ratio has decreased to $28 \%$ from $32 \%$ at December 31, 2007, primarily on strong second quarter 2008 operating cash flow. Compared to the first quarter of 2008, operating cash flow improved $\$ 14.3$ million.

Quaker Chemical Corporation is a leading global provider of process chemicals, chemical specialties, services, and technical expertise to a wide range of industries - including steel, automotive, mining, aerospace, tube and pipe, coatings and construction materials. Our products, technical solutions, and chemical management services enhance our customers' processes, improve their product quality, and lower their costs. Quaker's headquarters is located near Philadelphia in Conshohocken, Pennsylvania.

This release contains forward-looking statements that are subject to certain risks and uncertainties that could cause actual results to differ materially from those projected in such statements. A major risk is that the Company's demand is largely derived from the demand for its customers' products, which subjects the Company to downturns in a customer's business and unanticipated customer production shutdowns. Other major risks and uncertainties include, but are not limited to, significant increases in raw material costs, customer financial stability, worldwide economic and political conditions, foreign currency fluctuations, and future terrorist attacks such as those that occurred on September 11, 2001. Other factors could also adversely affect us. Therefore, we caution you not to place undue reliance on our forward-looking statements. This discussion is provided as permitted by the Private Securities Litigation Reform Act of 1995 .

As previously announced, Quaker Chemical's investor conference call to discuss second quarter results is scheduled for July 31, 2008 at 3:30 p.m. (ET). Access the conference by calling 877-269-7756 or visit Quaker's Web site at www.quakerchem.com for a live webcast.

## Quaker Chemical Corporation

## Condensed Consolidated Statement of Income

## (Dollars in thousands, except per share data and share amounts).

(Unaudited)

| Net sales | Three Months Ended June 30, |  |  |  | Six Months Ended June 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2008 |  | 2007 |  | 2008 |  | 2007 |  |
|  | \$ | 158,188 | \$ | 137,598 | \$ | 305,906 | \$ | 262,489 |
| Cost of goods sold |  | 113,402 |  | 94,986 |  | 217,485 |  | 181,331 |
| Gross margin |  | 44,786 |  | 42,612 |  | 88,421 |  | 81,158 |
| \% |  | 28.3\% |  | 31.0\% |  | 28.9\% |  | 30.9\% |
| Selling, general and administrative expenses |  | 37,153 |  | 35,409 |  | 71,657 |  | 67,328 |
| CEO Transition Costs |  | 1,880 |  | - |  | 1,880 |  | - |
| Operating income |  | 5,753 |  | 7,203 |  | 14,884 |  | 13,830 |
| \% |  | 3.6\% |  | 5.2\% |  | 4.9\% |  | 5.3\% |
| Other income, net |  | 1,687 |  | 909 |  | 1,848 |  | 1,236 |
| Interest expense, net |  | (979) |  | $(1,501)$ |  | $(2,161)$ |  | $(2,851)$ |
| Income before taxes |  | 6,461 |  | 6,611 |  | 14,571 |  | 12,215 |
| Taxes on income |  | 2,116 |  | 2,298 |  | 4,881 |  | 4,142 |
|  |  | 4,345 |  | 4,313 |  | 9,690 |  | 8,073 |
|  |  |  |  |  |  |  |  |  |
| Equity in net income of associated companies |  | 187 |  | 266 |  | 299 |  | 391 |
| Minority interest in net income of subsidiaries |  | (211) |  | (428) |  | (575) |  | (776) |
| Net income | \$ | 4,321 | \$ | 4,151 | \$ | 9,414 | \$ | 7,688 |
| \% |  | 2.7\% |  | 3.0\% |  | 3.1\% |  | 2.9\% |

## Per share data:

| Net income - basic | $\$$ | 0.42 | $\$$ | 0.42 | $\$$ | 0.92 | $\$$ | 0.77 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Net income - diluted | $\$$ | 0.41 | $\$$ | 0.41 | $\$$ | 0.91 | $\$$ | 0.76 |
|  |  |  |  |  |  |  |  |  |
| ares Outstanding: | $10,285,121$ | $9,983,535$ | $10,185,490$ | $9,945,819$ |  |  |  |  |
| Basic | $10,559,449$ | $10,118,653$ | $10,366,569$ | $10,074,060$ |  |  |  |  |

- more -


# Quaker Chemical Corporation <br> <br> Condensed Consolidated Balance Sheet <br> <br> Condensed Consolidated Balance Sheet <br> <br> (Dollars in thousands, except par value and share amounts). 

 <br> <br> (Dollars in thousands, except par value and share amounts).}

|  | (Unaudited) |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | June 30, 2008 |  | $\begin{gathered} \text { December 31, } \\ 2007 \\ \hline \end{gathered}$ |  |
| ASSETS |  |  |  |  |
|  |  |  |  |  |
| Current assets |  |  |  |  |
| Cash and cash equivalents | \$ | 22,170 | \$ | 20,195 |
| Construction fund (restricted cash) |  | 9,325 |  | - |
| Accounts receivable, net |  | 121,599 |  | 118,135 |
| Inventories, net |  | 66,560 |  | 60,738 |
| Prepaid expenses and other current assets |  | 14,516 |  | 14,433 |
| Total current assets |  | 234,170 |  | 213,501 |
|  |  |  |  |  |
| Property, plant and equipment, net |  | 66,760 |  | 62,287 |
| Goodwill |  | 47,129 |  | 43,789 |
| Other intangible assets, net |  | 7,480 |  | 7,873 |
| Investments in associated companies |  | 7,972 |  | 7,323 |
| Deferred income taxes |  | 30,480 |  | 30,257 |
| Other assets |  | 40,315 |  | 34,019 |
| Total assets | \$ | $\xrightarrow{434,306}$ | \$ | $\xrightarrow{399,049}$ |
|  |  |  |  |  |
| LIABILITIES AND SHAREHOLDERS' EQUITY |  |  |  |  |
|  |  |  |  |  |
| Current liabilities |  |  |  |  |
| Short-term borrowings and current portion of long-term debt | \$ | 2,818 | \$ | 4,288 |
| Accounts and other payables |  | 73,718 |  | 67,380 |
| Accrued compensation |  | 11,403 |  | 17,287 |
| Other current liabilities |  | 17,280 |  | 17,396 |
| Total current liabilities |  | 105,219 |  | 106,351 |
| Long-term debt |  | 87,405 |  | 78,487 |
| Deferred income taxes |  | 8,784 |  | 7,583 |
| Other non-current liabilities |  | 75,118 |  | 71,722 |
| Total liabilities |  | 276,526 |  | 264,143 |
|  |  |  |  |  |
| Minority interest in equity of subsidiaries |  | 4,883 |  | 4,513 |
|  |  |  |  |  |
| Shareholders' equity |  |  |  |  |
| Common stock, \$1 par value; authorized $30,000,000$ shares; issued $10,612,269$ shares |  | 10,612 |  | 10,147 |
| Capital in excess of par value |  | 19,029 |  | 10,104 |
| Retained earnings |  | 120,375 |  | 115,767 |
| Accumulated other comprehensive income (loss) |  | 2,881 |  | $(5,625)$ |
| Total shareholders' equity |  | 152,897 |  | 130,393 |
| Total liabilities and shareholders' equity | \$ | 434,306 | \$ | $\xrightarrow{399,049}$ |

## Quaker Chemical Corporation

## Condensed Consolidated Statement of Cash Flows

For the six months ended June 30,

## (Dollars in thousands).

|  | (Unaudited) |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2008 |  | 2007 |  |
| Cash flows from operating activities |  |  |  |  |
| Net income | \$ | 9,414 | \$ | 7,688 |
| Adjustments to reconcile net income to net cash provided by (used in) operating activities: |  |  |  |  |
| Depreciation |  | 5,457 |  | 5,500 |
| Amortization |  | 606 |  | 611 |
| Equity in net income of associated companies, net of dividends |  | (299) |  | (26) |
| Minority interest in earnings of subsidiaries |  | 575 |  | 776 |
| Deferred compensation and other, net |  | 2,498 |  | 1,276 |
| Stock-based compensation |  | 1,762 |  | 561 |
| (Gain) loss on disposal of property, plant and equipment |  | (76) |  | 6 |
| Insurance settlement realized |  | (685) |  | (913) |
| Pension and other postretirement benefits |  | $(3,311)$ |  | $(1,773)$ |
| Increase (decrease) in cash from changes in current assets and current liabilities, net of acquisitions: |  |  |  |  |
| Accounts receivable |  | 1,013 |  | $(14,785)$ |
| Inventories |  | $(3,806)$ |  | $(3,921)$ |
| Prepaid expenses and other current assets |  | (885) |  | (989) |
| Accounts payable and accrued liabilities |  | $(4,146)$ |  | 3,123 |
| Net cash provided by (used in) operating activities |  | 8,117 |  | $(2,866)$ |
|  |  |  |  |  |
| Cash flows from investing activities |  |  |  |  |
| Capital expenditures |  | $(7,038)$ |  | $(4,180)$ |
| Payments related to acquisitions |  | $(1,000)$ |  | $(1,527)$ |
| Proceeds from disposition of assets |  | 117 |  | 106 |
| Insurance settlement received and interest earned |  | 5,178 |  | 5,326 |
| Change in restricted cash, net |  | $(13,818)$ |  | $(4,413)$ |
| Net cash used in investing activities |  | $(16,561)$ |  | $(4,688)$ |
|  |  |  |  |  |
| Cash flows from financing activities |  |  |  |  |
| Net decrease in short-term borrowings |  | $(1,488)$ |  | $(2,841)$ |
| Proceeds from long-term debt |  | 10,000 |  | 10,921 |
| Repayments of long-term debt |  | $(2,120)$ |  | (448) |
| Dividends paid |  | $(4,550)$ |  | $(4,304)$ |
| Stock options exercised, other |  | 7,628 |  | 2,605 |
| Distributions to minority shareholders |  | - |  | (270) |
| Net cash provided by financing activities |  | 9,470 |  | 5,663 |
|  |  |  |  |  |
| Effect of exchange rate changes on cash |  | 949 |  | 346 |
| Net increase (decrease) in cash and cash equivalents |  | 1,975 |  | $(1,545)$ |
| Cash and cash equivalents at the beginning of the period |  | 20,195 |  | 16,062 |
| Cash and cash equivalents at the end of the period | \$ | 22,170 | \$ | 14,517 |

