

UNITED STATES
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 the quarterly period ended SEPTEMBER 30, 1998

Commission file number 1-13782

WESTINGHOUSE AIR BRAKE COMPANY
(Exact name of registrant as specified in its charter)

DELAWARE

(State or other jurisdiction of
incorporation or organization)

25-1615902

(IRS Employer
Identification No.)

1001 AIR BRAKE AVENUE

WILMERDING, PENNSYLVANIA 15148
(Address of principal executive offices)

(412) 825-1000

(Registrant's telephone number)

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 and (2) has been subject to such filing
requirements for at least the past 90 days. Yes No .

As of October 19, 1998, 33,875,883 shares of Common Stock of the
registrant were issued and outstanding, of which 8,595,931 shares were
unallocated ESOP shares.

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WESTINGHOUSE AIR BRAKE COMPANY
CONDENSED CONSOLIDATED BALANCE SHEET

| Dollars in thousands, except share data | (UNAUDITED) SEPTEMBER 30 1998 | DECEMBER 31 1997 |
|---|-------------------------------------|---------------------|
| ----- | | |
| ASSETS | | |
| CURRENT ASSETS | | |
| Cash | \$ 9,833 | \$ 836 |
| Accounts receivable | 110,880 | 91,438 |
| Inventories | 88,371 | 69,297 |
| Other | 18,750 | 18,928 |
| | ----- | ----- |
| Total current assets | 227,834 | 180,499 |
| Property, plant and equipment | 209,625 | 186,534 |
| Accumulated depreciation | (90,175) | (78,167) |
| | ----- | ----- |
| Property, plant and equipment, net | 119,450 | 108,367 |
| OTHER ASSETS | | |
| Prepaid pension costs | 5,405 | 5,061 |
| Goodwill | 79,090 | 66,599 |
| Other intangibles | 39,389 | 42,466 |
| Other noncurrent assets | 5,374 | 7,887 |
| | ----- | ----- |
| Total other assets | 129,258 | 122,013 |
| | ----- | ----- |
| Total Assets | \$ 476,542 | \$ 410,879 |
| | ===== | ===== |
| LIABILITIES AND SHAREHOLDERS' EQUITY | | |
| CURRENT LIABILITIES | | |
| Current portion of long-term debt | \$ 15,000 | \$ 32,600 |
| Accounts payable | 48,745 | 37,582 |
| Accrued income taxes | 6,439 | 488 |
| Accrued interest | 3,382 | 3,038 |
| Customer deposits | 20,275 | 21,210 |
| Other | 36,555 | 36,862 |
| | ----- | ----- |
| Total current liabilities | 130,396 | 131,780 |
| Long-term debt | 364,758 | 332,334 |
| Reserve for postretirement benefits | 15,659 | 14,860 |
| Accrued pension costs | 4,187 | 4,700 |
| Other long-term liabilities | 6,536 | 6,468 |
| | ----- | ----- |
| Total liabilities | 521,536 | 490,142 |
| SHAREHOLDERS' EQUITY | | |
| Preferred stock, 1,000,000 shares authorized, no shares issued | -- | -- |
| Common stock, \$.01 par value; 100,000,000 shares authorized and 47,426,600 shares issued | 474 | 474 |
| Additional paid-in capital | 107,343 | 105,522 |
| Less-Treasury stock, at cost, 13,566,378 and 13,743,924 shares | (188,134) | (190,657) |
| Less-Unearned ESOP shares, at cost, 8,611,491 and 8,751,531 shares | (129,172) | (131,273) |
| Retained earnings | 171,557 | 141,617 |
| Unamortized restricted stock award | (228) | -- |
| Cumulative translation adjustment | (6,834) | (4,946) |
| | ----- | ----- |
| Total shareholders' equity | (44,994) | (79,263) |
| | ===== | ===== |
| Liabilities and Shareholders' Equity | \$ 476,542 | \$ 410,879 |
| | ===== | ===== |

The accompanying notes are an integral part of this statement.

WESTINGHOUSE AIR BRAKE COMPANY
CONDENSED CONSOLIDATED STATEMENT OF OPERATIONS

| Dollars in thousands, except share data | (UNAUDITED) THREE MONTHS ENDED SEPTEMBER 30 | | (UNAUDITED) NINE MONTHS ENDED SEPTEMBER 30 | |
|--|---|------------|--|------------|
| | 1998 | 1997 | 1998 | 1997 |
| Net sales | \$ 160,476 | \$ 142,761 | \$ 490,664 | \$ 417,335 |
| Cost of sales | 109,142 | 97,202 | 332,487 | 279,313 |
| Gross profit | 51,334 | 45,559 | 158,177 | 138,022 |
| Selling and marketing expenses | 7,747 | 6,594 | 21,815 | 18,328 |
| General and administrative expenses | 9,713 | 8,906 | 34,016 | 27,885 |
| Engineering expenses | 6,999 | 6,019 | 20,453 | 18,334 |
| Amortization expense | 1,694 | 2,004 | 5,873 | 6,113 |
| Total operating expenses | 26,153 | 23,523 | 82,157 | 70,660 |
| Income from operations | 25,181 | 22,036 | 76,020 | 67,362 |
| Other income and expenses | | | | |
| Interest expense | 7,386 | 7,700 | 22,284 | 22,184 |
| Other (income) expense, net | 302 | (150) | (141) | (306) |
| Income before income taxes | 17,493 | 14,486 | 53,877 | 45,484 |
| Income taxes | 6,647 | 5,650 | 20,473 | 17,739 |
| Income before extraordinary item | 10,846 | 8,836 | 33,404 | 27,745 |
| Loss on extinguishment of debt, net of tax | | | (2,730) | |
| Net income | \$ 10,846 | \$ 8,836 | \$ 30,674 | \$ 27,745 |
| Basic Earnings Per Common Share | | | | |
| Income before extraordinary item | \$.43 | \$.36 | \$ 1.33 | \$ 1.07 |
| Extraordinary item, net | | | (.11) | |
| Net Income | \$.43 | \$.36 | \$ 1.22 | \$ 1.07 |
| Diluted Earnings Per Common Share | | | | |
| Income before extraordinary item | \$.42 | \$.35 | \$ 1.30 | \$ 1.06 |
| Extraordinary item, net | | | (.11) | |
| Net Income | \$.42 | \$.35 | \$ 1.19 | \$ 1.06 |
| Weighted Average Shares Outstanding (in thousands) | | | | |
| Basic | 25,197 | 24,808 | 25,046 | 25,997 |
| Diluted | 25,696 | 25,282 | 25,696 | 26,235 |

The accompanying notes are an integral part of this statement.

WESTINGHOUSE AIR BRAKE COMPANY
CONDENSED CONSOLIDATED STATEMENT OF CASH FLOWS

| Dollars in thousands | (UNAUDITED) NINE MONTHS ENDED SEPTEMBER 30 | |
|--|--|-----------|
| | 1998 | 1997 |
| OPERATING ACTIVITIES | | |
| Net income | \$ 30,674 | \$ 27,745 |
| Adjustments to reconcile net income to cash provided by operations | | |
| Depreciation and amortization | 19,294 | 18,181 |
| Provision for ESOP contribution | 3,462 | 3,278 |
| Extraordinary item | 2,730 | |
| Other | 661 | (1,337) |
| Changes in operating assets and liabilities | | |
| Accounts receivable | (10,979) | (6,730) |
| Inventories | (12,981) | 5,550 |
| Accounts payable | 6,781 | (1,181) |
| Accrued income taxes | 7,400 | (2,162) |
| Accrued liabilities | (8,146) | 3,542 |
| Other assets and liabilities | (3,647) | 2,392 |
| Net cash provided by operating activities | 35,249 | 49,278 |
| INVESTING ACTIVITIES | | |
| Purchase of property, plant and equipment, net | (22,333) | (16,694) |
| Acquisitions of businesses | (19,314) | (13,492) |
| Net cash used for investing activities | (41,647) | (30,186) |
| FINANCING ACTIVITIES | | |
| Net proceeds from term and revolving credit arrangements | 14,895 | 23,987 |
| Net proceeds from (payments of) other borrowings | (71) | 2,100 |
| Debt issuance fees | (1,037) | |
| Purchase of treasury stock, including fees | | (46,068) |
| Cash dividends | (734) | (765) |
| Proceeds from exercise of stock options | 2,094 | 2,460 |
| Net cash provided by (used for) financing activities | 15,147 | (18,286) |
| Effect of changes in currency exchange rates | 248 | (1,168) |
| Increase (decrease) in cash | 8,997 | (362) |
| Cash, beginning of period | 836 | 618 |
| Cash, end of period | \$ 9,833 | \$ 256 |

The accompanying notes are an integral part of this statement.

WESTINGHOUSE AIR BRAKE COMPANY
NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS
FOR THE QUARTERLY PERIOD ENDED SEPTEMBER 30, 1998
(UNAUDITED)

1. BUSINESS

Westinghouse Air Brake Company (the "Company") is North America's largest manufacturer of value-added equipment for locomotives, railway freight cars and passenger transit vehicles. The Company's products, which are sold to both the original equipment manufacturer market and the aftermarket, are intended to enhance safety, improve productivity and reduce maintenance costs for its customers. The Company's products include electronic controls and monitors, air brakes, couplers, door controls, draft gears and brake shoes. The Company's primary manufacturing operations are in the United States and Canada, and the Company's revenues have been primarily from North America. The Company's customer base consists of freight transportation (railroad) companies, locomotive and freight car original equipment manufacturers (OE), transit car builders and public transit systems.

2. ACCOUNTING POLICIES

BASIS OF PRESENTATION

The unaudited condensed consolidated interim financial statements have been prepared in accordance with generally accepted accounting principles and the rules and regulations of the Securities and Exchange Commission and include the accounts of Westinghouse Air Brake Company and its majority owned subsidiaries ("WABCO"). These condensed interim financial statements do not include all of the information and footnotes required for complete financial statements. In management's opinion, these financial statements reflect all adjustments, which are of a normal recurring nature, necessary for a fair presentation of the results for the interim periods presented. Results for these interim periods are not necessarily indicative of results to be expected for the full year. Certain prior period amounts have been reclassified, where necessary, to conform to the current period presentation.

The notes included herein should be read in conjunction with the audited consolidated financial statements included in WABCO's Annual Report on Form 10-K for the year ended December 31, 1997.

USE OF ESTIMATES

The preparation of financial statements in conformity with generally accepted accounting principles requires the Company to make estimates and assumptions that affect the reported amounts of assets and liabilities at the date of the financial statements and reported amounts of revenues and expenses during the reporting period. Actual amounts could differ from the estimates.

EARNINGS PER SHARE

Basic earnings per common share are computed by dividing net income applicable to common shareholders by the weighted-average number of shares of common stock outstanding during the year. Diluted earnings per common share are computed by dividing net income applicable to common shareholders by the weighted average number of shares of common stock outstanding adjusted for the assumed conversion of all dilutive securities (such as employee stock options).

OTHER COMPREHENSIVE INCOME

In 1998, the Company adopted Statement of Financial Accounting Standards No. 130, "Reporting Comprehensive Income," which established standards for reporting and displaying comprehensive income and its components in financial statements. Comprehensive income is defined as net income and all nonowner changes in shareholders' equity. The Company's accumulated other comprehensive income (loss) consists entirely of foreign currency translation adjustments. Total comprehensive income for the third quarter ending September 30, 1998 and 1997 was \$10.1 million and \$8.7 million respectively, and for the nine months ending September 30, 1998 and 1997 was \$28.8 million and \$27.1 million respectively.

RECENT ACCOUNTING PRONOUNCEMENT

In June 1998, the Financial Accounting Standards Board issued Statement of Accounting Standards No. 133, "Accounting for Derivative Instruments and Hedging Activities". The Statement establishes accounting and reporting standards requiring that every derivative instrument be measured at its fair value and the changes in fair value be recorded currently in earnings unless specific hedge accounting criteria are met. Statement No. 133 is effective for fiscal years

beginning after June 15, 1999, and accordingly, the Company anticipates adopting this standard January 1, 2000.

Historically, the Company has had a relatively low amount of transactions that are hedging transactions. Had the Company adopted this standard currently, the effect on the results of operations, financial condition and liquidity would not be significant.

3. ACQUISITIONS

In April 1998, the Company acquired 100% of the stock of RFS (E) Limited ("RFS") of Doncaster, South Yorkshire, England, for approximately \$10.0 million including the

assumption of certain debt. RFS is a leading provider of vehicle overhaul, conversion and maintenance services to Britain's railway industry and had revenue of approximately \$27.5 million for its most recent fiscal year. The acquisition was accounted for under the purchase method. The excess of the purchase price over the fair value of the net assets acquired of approximately \$4.0 million was allocated to goodwill.

In April 1998, the Company completed the acquisition of the transit coupler product line of Hadady Corporation. The total investment was for approximately \$4.6 million and was accounted for under the purchase method. The excess of the purchase price over the fair value of the net assets acquired was allocated to goodwill.

On July 30, 1998, the Company purchased assets of Lokring Corporation of California for \$5.1 million in cash and in addition, the assumption of certain liabilities. Lokring develops, manufactures and markets patented connectors and sealing products for railroad and other industries, and had approximately \$10 million in revenue for the fiscal year 1997. The acquisition was accounted for under the purchase method and the excess of the purchase price over the fair value of the net assets acquired of approximately \$5.3 million was allocated to goodwill.

4. INVENTORIES

Inventories are stated at the lower of cost or market. Cost is determined under the first-in, first-out (FIFO) method. Inventory costs include material, labor and overhead. The components of inventory, net of reserves, were:

| Dollars in thousands | SEPTEMBER 30 1998 | DECEMBER 31 1997 |
|----------------------|----------------------|---------------------|
| Raw materials | \$39,306 | \$27,395 |
| Work-in-process | 30,972 | 26,640 |
| Finished goods | 18,093 | 15,262 |
| Total inventory | \$88,371 | \$69,297 |

5. RESTRICTED STOCK AWARD

In February 1998, the Company granted 15,000 shares of restricted common stock to an officer. The shares vest according to a vesting schedule over the next 29 months. The grant date market value totaled \$372 thousand and is being amortized to expense over the vesting period. Unamortized compensation is recorded as a separate component of shareholders' equity.

6. EARNINGS PER SHARE

The computation of earnings per share is as follows:

| In thousands, except per share | THREE MONTHS ENDED | | NINE MONTHS ENDED | |
|--|----------------------|----------------------|----------------------|----------------------|
| | SEPTEMBER 30 1998 | SEPTEMBER 30 1997 | SEPTEMBER 30 1998 | SEPTEMBER 30 1997 |
| BASIC EARNINGS PER SHARE | | | | |
| Income, before extraordinary item, applicable to common shareholders | \$10,846 | \$8,836 | \$33,404 | \$27,745 |
| Divided by Weighted average shares outstanding | 25,197 | 24,808 | 25,046 | 25,997 |
| Basic earnings per share, before extraordinary item | \$.43 | \$.36 | \$1.33 | \$1.07 |

DILUTED EARNINGS PER SHARE

Income, before extraordinary

| | | | | |
|---|----------|---------|----------|----------|
| item, applicable to common shareholders | \$10,846 | \$8,836 | \$33,404 | \$27,745 |
| Divided by sum of Weighted average shares outstanding | 25,197 | 24,808 | 25,046 | 25,997 |
| Conversion of dilutive stock options | 499 | 474 | 650 | 238 |
| Diluted shares outstanding | 25,696 | 25,282 | 25,696 | 26,235 |
| Diluted earnings per share, before extraordinary item | \$.42 | \$.35 | \$ 1.30 | \$ 1.06 |

7. NEW CREDIT FACILITY

In June 1998, the Company refinanced its credit agreement with a consortium of commercial banks. On October 2, 1998, the Company obtained an amendment for an additional \$40 million term loan. In the aggregate, the refinanced credit facility, as amended, is \$350 million which consists of \$210 million of term loans and up to \$140 million of revolving loans, and also includes interest rates that are based on several options, including LIBOR and prime and provides for letters of credit and swingline loans that reduce the amount of credit available. The new agreement also extends the final maturity dates until December 2003 for both the term and revolving loans, provides for a more level principal payment schedule and more flexibility for business acquisitions and capital expenditures. At September 30, 1998, the Company had available borrowing capacity of approximately \$24 million.

In connection with the June 1998 Refinanced Credit Agreement, the Company wrote off approximately \$4.4 million of previously capitalized costs relating to the previous credit agreement. This resulted in a net of tax charge of \$2.7 million or \$.11 per share in the period ended June 30, 1998, which has been reflected as an extraordinary item.

8. SUBSEQUENT EVENT

On October 5, 1998, the Company purchased the railway electronics business (Rockwell Railroad Electronics) of Rockwell Collins, Inc., a wholly owned subsidiary of Rockwell International Corporation for approximately \$80 million in cash. The purchase was financed by obtaining; additional term debt of \$40 million through an amendment to the Company's existing credit facility, an unsecured bank loan of \$30 million and through available borrowing capacity. Rockwell Railroad Electronics (RRE) is a leading manufacturer and supplier of mobile electronics (display and positioning systems), data communications, and electronic braking systems for the railroad industry and its operations are in the United States. Revenues of the acquired business for its September 1998 year end is expected to approximate \$45 million. The acquisition will be accounted for under the purchase accounting method.

MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

The following discussion should be read in conjunction with the information in the unaudited condensed consolidated financial statements and notes thereto included herein and Westinghouse Air Brake Company's Financial Statements and Management's Discussion and Analysis of Financial Condition and Results of Operations included in its 1997 Annual Report on Form 10-K.

OVERVIEW

Westinghouse Air Brake Company ("WABCO") is North America's largest manufacturer of value-added equipment for locomotives, railway freight cars and passenger transit vehicles. The Company's primary manufacturing operations are in the United States and Canada and revenues have historically been predominantly from North America. In recent years, the proportion of international sales has increased significantly, in line with the Company's strategy to expand its business outside North America.

The Company's customer base consists of freight transportation companies, locomotive and freight car original equipment manufacturers, transit car builders and public transit systems.

WABCO's strategy for growth is focused on using technological advancements to develop new products, expanding the range of after-market products and services, and penetrating international markets. In addition, management continually evaluates acquisition opportunities that meet the Company's criteria and complement WABCO's operating strategies and product offerings.

THIRD QUARTER 1998 COMPARED TO THIRD QUARTER 1997

SUMMARY RESULTS OF OPERATIONS

| Dollars in thousands except per share | THREE MONTHS ENDED SEPTEMBER 30 | | PERCENT CHANGE |
|--|------------------------------------|---------|-------------------|
| | 1998 | 1997 | |
| Net income | \$10,846 | \$8,836 | 22.7 |
| Diluted earnings per share | .42 | .35 | 20.0 |
| Net sales | 160,476 | 142,761 | 12.4 |
| Income from operations | 25,181 | 22,036 | 14.3 |
| Earnings before interest, taxes, depreciation and amortization | 31,174 | 28,219 | 10.5 |

Net income increased 2.0 million or 22.7% due to the effect of increased sales, particularly in the Freight Car market and the effect of sales from operations acquired since last year. Net sales were \$160.5 million for the third quarter of 1998, reflecting a \$17.7 million, or 12.4%, increase compared to the year-earlier period. The higher revenue base reflects the benefits associated with acquisitions and a strong Freight OE and aftermarket. Both operating income and earnings before interest, taxes, depreciation and amortization increased primarily due to revenue growth and related gross margins.

Several events occurred in the comparative period that impacted the Company's results of operations and financial condition including:

- o The Company completed several acquisitions that complement and enhance the mix of existing products and markets. Acquisitions completed during the past year were Lokring Corporation, RFS(E),Ltd., the transit coupler product line of Hadady Corporation, the rail products division of Sloan Valve, the Italian transit company H. P. s.r.l., and the heavy rail air conditioning business of Thermo King Corporation. Incremental revenues from these operations totaled \$12.3 million and accounted for 69% of the overall sales increase in the period-to-period comparison.

NET SALES

The following table sets forth, for the period indicated, the Company's net sales by market:

| Dollars in thousands | THREE MONTHS ENDED SEPTEMBER 30 | |
|----------------------|------------------------------------|-----------|
| | 1998 | 1997 |
| Electronics | \$11,660 | \$16,629 |
| Freight Car | 67,857 | 53,502 |
| Transit | 48,937 | 43,172 |
| Locomotive | 14,020 | 11,441 |
| Friction & Other | 18,002 | 18,017 |
| Net sales | \$160,476 | \$142,761 |

Net sales for the third quarter of 1998 increased \$17.7 million, or 12.4%, to \$160.5 million. Increased volumes in the Freight Car business reflect a strong original equipment manufacturer market that benefited from 18,000 freight car deliveries compared with 12,000 a year ago, the acquisition of RFS(E), Ltd., and a strong aftermarket. The Locomotive business also benefited from the recent acquisition of RFS.

GROSS PROFIT

Gross profit increased 12.7% to \$51.3 million in the third quarter of 1998 compared to \$45.6 million in the year-earlier period. Gross margin, as a percentage of sales, was 32%, similar to that of the same quarter last year. Gross margin is dependent on a number of factors including sales volume and product mix. Higher sales volumes, as a percentage of total sales in the Freight Car business offset by incremental revenue from recent acquisitions at lower margins contributed to stable overall margins in the comparison.

OPERATING EXPENSES

| Dollars in thousands | THREE MONTHS ENDED SEPTEMBER 30 | | PERCENT CHANGE |
|----------------------------|------------------------------------|----------|-------------------|
| | 1998 | 1997 | |
| Selling and marketing | \$7,747 | \$6,594 | 17.5 |
| General and administrative | 9,713 | 8,906 | 9.1 |
| Engineering | 6,999 | 6,019 | 16.3 |
| Amortization | 1,694 | 2,004 | (15.5) |
| Total operating expenses | \$26,153 | \$23,523 | 11.2 |

Total operating expenses as a percentage of net sales was 16.3% in the third quarter of 1998 compared with 16.5% a year ago. Total operating expenses increased \$2.6 million in the period-to-period comparison, reflecting the effect of acquisitions completed in 1997 and 1998. Incremental expenses from acquired businesses totaled \$1.6 million. In addition, higher operating expenses reflect costs associated with computer system upgrades which includes Year 2000 compliant computer software and certain strategic initiatives including expanded international marketing activities and additional engineering efforts associated with new product development. Amortization expense was lower in the third quarter 1998 due to the write off of previously capitalized bank financing fees in June 1998, however, amortization will increase in the future due to goodwill associated with the recent acquisition of the railway electronics business of Rockwell Collins, Inc.

INCOME FROM OPERATIONS

Operating income totaled \$25.2 million in third quarter of 1998 compared with \$22.0 million a year ago. Higher operating income results from higher sales volume and related higher gross profit.

INCOME TAXES

The provision for income taxes increased \$1.0 million to \$6.6 million in the third quarter of 1998 compared with the same period of 1997. The effective tax rate dropped to 38% in the third quarter of 1998 from 39% a year ago, resulting from additional benefits through our foreign sales corporation and lower overall effective state tax rates.

NINE MONTH PERIOD ENDED SEPTEMBER 30, 1998 COMPARED TO THE NINE MONTH PERIOD ENDED SEPTEMBER 30, 1997

SUMMARY RESULTS OF OPERATIONS

| Dollars in thousands except per share | NINE MONTHS ENDED SEPTEMBER 30 | | PERCENT CHANGE |
|--|-----------------------------------|----------|-------------------|
| | 1998 | 1997 | |
| Income before extraordinary item | \$33,404 | \$27,745 | 20.4 |
| Diluted earnings per share, before extraordinary item | 1.30 | 1.06 | 22.6 |
| Extraordinary item, net of tax | (2,730) | | nm |
| Net income | 30,674 | 27,745 | 10.6 |
| Diluted earnings per share | 1.19 | 1.06 | 12.3 |
| Net sales | 490,664 | 417,335 | 17.6 |
| Income from operations | 76,020 | 67,362 | 12.9 |
| Earnings before interest, taxes, depreciation and amortization | 95,455 | 85,849 | 11.2 |

nm - not meaningful

Income before extraordinary item for the nine month period ending September 30, 1998 increased \$5.7 million, or 20.4%, compared with the same period a year ago. Net sales were \$490.7 million for the nine month period ending September 30, 1998, reflecting a \$73.3 million, or 17.6%, increase compared to the year-earlier period. The higher revenue base reflects the benefits associated with acquisitions and a strong Freight OE and aftermarket. Operating income and earnings before interest, taxes, depreciation and amortization increased in the comparison primarily due to revenue growth and related gross margins. Because of the \$2.7 million extraordinary charge to write-off certain previously capitalized debt issuance costs in the second quarter of 1998 related to the refinanced credit facility, net income increased only \$2.9 million, compared with the same period a year ago.

A number of events have occurred over the comparative period that impacted the Company's results of operations and financial condition including:

- o The Company completed several acquisitions that complement and enhance the mix of existing products and markets. Acquisitions completed during this timeframe were Lokring Corporation, RFS(E),Ltd., the transit coupler product line of Hadady Corporation, Stone Safety Service Corporation, Stone U.K. Limited, the Italian transit company H.P. s.r.l., the rail products division of Sloan Valve and the heavy rail air conditioning business of Thermo King Corporation. Incremental revenues from these operations in the nine months ended September 30, 1998, totaled \$38.7 million and accounted for 53% of the overall sales increase in the period-to-period comparison.
- o In June 1998, the Company refinanced its credit agreement and wrote-off previously deferred financing costs of approximately \$2.7 million (\$.11 per share), net of income tax, which has been reported as an extraordinary item.
- o In March 1997, the Company repurchased 4 million shares of its common stock held by a major shareholder for \$44 million plus \$2 million in related fees.

NET SALES

The following table sets forth, for the period indicated, the Company's net sales by market:

| Dollars in thousands | NINE MONTHS ENDED SEPTEMBER 30 | |
|----------------------|-----------------------------------|----------|
| | 1998 | 1997 |
| Electronics | \$35,691 | \$61,928 |
| Freight Car | 204,294 | 141,529 |

| | | |
|------------------|-----------|-----------|
| Transit | 145,781 | 123,166 |
| Locomotive | 46,817 | 35,272 |
| Friction & Other | 58,081 | 55,440 |
| | ----- | ----- |
| Net sales | \$490,664 | \$417,335 |
| | ----- | ----- |

Net sales for the nine month period ending September 30, 1998 increased \$73.3 million, or 17.6%, to \$490.7 million. Increased volumes in the Freight Car business reflect a strong original equipment manufacturer market, with approximately 55,000 freight cars delivered year to date compared to 37,000 in the same period last year. Increases in the Transit market primarily represent results of acquired operations. These increases were partially offset by lower sales in the Electronics business, where in the prior year period, product sales benefited from a federal mandate that certain monitoring equipment be installed in trains by July 1997.

GROSS PROFIT

Gross profit increased 14.6% to \$158.2 million in the nine month period ending September 30, 1998 compared to \$138.0 million in the year-earlier period. Gross margin, as a percentage of sales, was 32.2% as compared to 33.1%. Gross margin is dependent on a number of factors including sales volume and product mix. Incremental revenue from recent acquisitions at lower margins as compared to the Company's historical results, was the primary reason for the lower margins in the period-to-period comparison.

OPERATING EXPENSES

| Dollars in thousands | NINE MONTHS ENDED SEPTEMBER 30 | | PERCENT CHANGE |
|----------------------------|-----------------------------------|----------|-------------------|
| | 1998 | 1997 | |
| Selling and marketing | \$21,815 | \$18,328 | 19.0 |
| General and administrative | 34,016 | 27,885 | 22.0 |
| Engineering | 20,453 | 18,334 | 11.6 |
| Amortization | 5,873 | 6,113 | (3.9) |
| Total operating expenses | \$82,157 | \$70,660 | 16.3 |

Total operating expenses as percentage of net sales were 16.7% in the nine month period ending September 30, 1998 compared with 16.9% a year ago. Total operating expenses increased \$11.5 million in the period-to-period comparison. Incremental expenses from acquired businesses totaled \$4.5 million or 39% of the increase. In addition, higher operating expenses reflect costs associated with computer system upgrades which includes Year 2000 compliant computer software and for certain strategic initiatives including expanded international marketing activities and additional engineering efforts associated with new product development.

INCOME FROM OPERATIONS

Operating income totaled \$76.0 million in the nine month period ending September 30, 1998 compared with \$67.4 million a year ago. Higher operating income results from higher sales volume and related higher gross profit.

INCOME TAXES

The provision for income taxes increased \$2.7 million to \$20.5 million for the nine month period ending September 30, 1998 compared with the same period of 1997. The effective tax rate declined to 38% in the nine month period ending September 30, 1998 from 39% a year ago, resulting from additional benefits through our foreign sales corporation and lower overall effective state tax rates.

LIQUIDITY AND CAPITAL RESOURCES

Liquidity is provided primarily by operating cash flow and long-term borrowings. WABCO's operations generated cash flow totaling \$35.2 million in the nine month period ending September 30, 1998 compared to \$49.3 million from the prior period. Working capital has increased due to higher accounts receivable and increased inventory levels which are associated with increased sales growth. Gross capital expenditures were \$22.3 million and \$16.7 million in the first nine months of 1998 and 1997, respectively. The majority of capital expenditures reflect spending for replacement equipment and facilities for increased capacity and efficiency. The Company expects capital expenditures in 1998, exclusive of acquisitions, to approximate \$30 million.

The following table sets forth outstanding indebtedness and average interest rates at September 30, 1998. The revolving credit note and term loan interest rates are variable and dependent on market conditions. Interest on the note payable related to the Pulse acquisition can vary with changes to prime.

| Dollars in thousands | SEPTEMBER 30, 1998 |
|---|-----------------------|
| Revolving credit notes 7.16%, due December 2003 | \$91,275 |
| Term loan, 7.25% | 170,000 |
| Senior notes, 9.375%, due June 2005 | 100,000 |
| Note payable-Pulse acquisition, 9.5%, due January 2004 | 16,990 |
| Other | 1,493 |

| | |
|-------------------|------------------|
| Total | ----- 379,758 |
| Current portion | 15,000 ----- |
| Long-term portion | \$364,758 |

In June 1998, the Company refinanced its credit agreement with a consortium of commercial banks. On October 2, 1998, the Company obtained an amendment for an additional \$40 million term loan. In the aggregate, the refinanced credit facility, as amended, is \$350 million which consists of \$210 million of term loans and up to \$140 million of revolving loans, and also includes interest rates that are based on several options, including LIBOR and prime and provides for letters of credit and swingline loans which reduce the amount of credit available. The new agreement also extends the final maturity dates until December 2003 for both the term and revolving loans, provides for a more level principal payment schedule and more flexibility for business acquisitions and capital expenditures. At September 30, 1998, the Company had available borrowing capacity of approximately \$24 million. After the October 1998 acquisition of the railway electronics business of Rockwell Collins, Inc., available borrowing capacity was reduced by approximately \$10 million.

Management believes, based upon current levels of operations and forecasted earnings, that cash flow from operations, together with borrowings under the Credit Agreement, will be adequate to make payments of principal and interest on debt, including the Notes, to make required contributions to the ESOP, to permit anticipated capital expenditures, and to fund working capital requirements and other cash needs. Nevertheless, the Company will remain leveraged to a significant extent and its debt service obligations will continue to be substantial. If the Company's sources of funds were insufficient to satisfy the Company's cash requirements, the Company may need to refinance its existing debt or obtain additional financing under terms that may be less favorable than the current bank credit agreement.

EFFECT OF YEAR 2000

The Company has information system improvement initiatives in process that include both new computer hardware and software applications. The new system is expected to be operational by late 1998 and will be year 2000 compliant. The estimated cost of the project is expected to be in the \$7 to \$10 million range with the majority of costs previously expended.

As with any operation that relies heavily on computer technology, the risk that the Company, its major customers and or its major vendors do not correct year 2000 computer issues, could have an adverse effect on the Company's future results of operations, financial condition and liquidity.

Since the Company's computer systems will be year 2000 compliant in the near term, and management believes its major vendors and customers systems will be year 2000 compliant, it currently has no contingency plans. Should the Company's future evaluation of its systems and the systems of its major vendors and customers prove otherwise, the Company will establish contingency plans as necessary.

The majority of the expenditures incurred for hardware and purchased software related to this project are capitalized and amortized over their estimated useful lives. Other costs, such as training and advisory consulting, are expensed as incurred. These expenditures are not expected to have a significant impact on the Company's future results of operations or financial condition.

FORWARD-LOOKING STATEMENTS

From time to time, in this report and in other written reports and oral statements, references are made to expectations regarding future performance of the Company. Examples include, but are not limited to, statements as to expectations, beliefs and strategies, future earnings, revenue growth, and sales expansion opportunities. These "forward-looking statements" are based on currently available competitive, financial and economic data and the Company's operating plans, but they are inherently uncertain. Investors must recognize that events could turn out to be significantly different from what is expected. Differences from expectations in the factors listed below, among others, could affect the Company's financial performance in the future and could cause actual results to differ materially from those expressed or implied in such forward-looking statements. These factors, which include changes in both domestic and global assumptions and expectations are, among others: overall economic conditions; interest rates; demand for services in the freight and passenger rail industry; consolidations in the rail industry; demand for the Company's products and services; product mix; gains and losses in market share; demand for freight cars, locomotives, passenger transit cars and buses; industry demand for faster and more efficient braking equipment; continued outsourcing by the Company's customers; governmental funding for some of the Company's customers; future regulation/deregulation of the Company's customers and/or the rail industry; successful research and development; success in developing, marketing and delivering new products; the Company's ability to complete expected sales; cancellation of orders; labor stability; integration of recent acquisitions; completion of additional acquisitions; changes in expected level of capital expenditures; continued bank financing; warranty claims; environmental laws; lawsuits; and other factors identified within this Form 10-Q and other filings with the Securities and Exchange Commission. Such statements are made pursuant to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995.

PART II. OTHER INFORMATION

ITEM 6. EXHIBITS AND REPORTS ON FORM 8-K

Exhibit No. 27 "Financial Data Schedule" as of and for the nine months ended September 30, 1998 is filed herewith.

There was a Current Report filed on Form 8-K on October 20, 1998 for the purpose of reporting the October 5, 1998 acquisition (Item 2) of the railway electronics business of Rockwell Collins, Inc.

SIGNATURES

Pursuant to the requirements of Section 13 or 15(d) of the Securities Exchange Act of 1934, the Company has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.

WESTINGHOUSE AIR BRAKE COMPANY

By: /s/ ROBERT J. BROOKS

Robert J. Brooks
Chief Financial Officer

Date: November 6, 1998

THIS SCHEDULE CONTAINS SUMMARY FINANCIAL INFORMATION EXTRACTED FROM WESTINGHOUSE AIR BRAKE COMPANY'S CONDENSED CONSOLIDATED FINANCIAL STATEMENTS AND IS QUALIFIED IN ITS ENTIRETY BY REFERENCE TO SUCH FINANCIAL STATEMENTS

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| | | |
|---------|-------------|----------|
| 9-MOS | | |
| | DEC-31-1997 | |
| | JAN-01-1998 | |
| | SEP-30-1998 | |
| | | 9,833 |
| | | 0 |
| | | 110,880 |
| | | 0 |
| | | 88,371 |
| | | 227,834 |
| | | 209,625 |
| | | 90,175 |
| | | 476,542 |
| | 130,396 | |
| | | 0 |
| | 0 | |
| | | 0 |
| | | 474 |
| | | (45,468) |
| 476,542 | | |
| | | 490,664 |
| | | 490,664 |
| | | 332,487 |
| | | 332,487 |
| | | 82,157 |
| | | 0 |
| | 22,284 | |
| | | 53,877 |
| | | 20,473 |
| | | 0 |
| | | 0 |
| | | (2,730) |
| | | 0 |
| | | 30,674 |
| | | 1.22 |
| | | 1.19 |