

IN 1984, WE REACHED OVER  
HALF A BILLION DOLLARS IN SALES  
FOR THE FIRST TIME.

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*1984 Annual Report*



Liquid Air Corporation (part of the world's largest industrial gas company—L'Air Liquide of France), operates in the United States, Canada and Brazil. Its primary products and services are concentrated in industrial gases (85% of revenues), welding equipment and supplies (9%) and underwater diving and life-support equipment (6%) 1984 revenues were a record \$502 million and net earnings were \$27.3 million (\$2.07 per share).

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## FINANCIAL HIGHLIGHTS\* (Millions of dollars except per share amounts)

| Years ended December 31             | 1984    | 1983    | 1982    | 1981    | 1980    |
|-------------------------------------|---------|---------|---------|---------|---------|
| Net Sales                           | \$501.7 | \$459.4 | \$449.0 | \$428.0 | \$408.2 |
| Net earnings                        | 27.3    | 23.9    | 27.5    | 31.5    | 29.4    |
| Per share <sup>(1)</sup>            |         |         |         |         |         |
| Net earnings                        | 2.07    | 1.80    | 2.13    | 2.86    | 2.76    |
| Dividends paid                      | 1.60    | 1.60    | 1.60    | 1.55    | 1.40    |
| Total assets                        | 584.8   | 535.6   | 537.2   | 484.3   | 444.9   |
| Shareholders' equity <sup>(2)</sup> | 281.6   | 279.8   | 281.9   | 259.0   | 222.3   |

\* See Note A of notes to consolidated financial statements.

<sup>(1)</sup> Per common share and common equivalent share.

<sup>(2)</sup> Includes \$24.0 million of redeemable preferred stock.

*Jean H. Delorme, Chairman*



Left to right:  
*Pierre A. Salbaing and  
Jacques G. Maisonrouge,  
Vice Chairmen*



The impact of the strong economic recovery experienced in our industry during 1984 appears to be continuing into the first quarter of 1985. And in 1984, for the first time, our sales were in excess of half a billion dollars. For the year 1984, net earnings were \$27.3 million, up 14%, and sales were \$502 million, up 9% compared with 1983. Earnings per share were up 15% and amounted to \$2.07 compared with \$1.80 in 1983. All divisions posted strong operating results except for the Cardox division, which had lower earnings due to supply difficulties at one of its major plants.

Last year's achievements confirmed our optimism for the future of our dynamic

industry, and we are confident that the steps we took during the first half of this decade to strengthen our operations will continue to have the positive effect that they have demonstrated to date.

Our operating profit was up 14% over 1983, more or less consistently through all four quarters. The net earnings, on the other hand, had an increase of 12%, 12%, 15% and 19% for the first, second, third, and fourth quarters respectively.

While some leveling of our U.S. air separation volumes was experienced in the last quarter of 1984, this was more than offset by the strong volume increase in Canada and Brazil. Traditionally, Canada has lagged behind the economic cycles of the U.S. and such was also the case in Brazil in the

last upward cycle. We expect that the results of our performance in Canada and Brazil will assure the Company of good net earnings in the first quarter of 1985.

We welcome Mr. Jacques Maisonneuve, formerly Senior Vice President and Director of IBM Corporation, as our Vice Chairman, the position he shares with Pierre Salbaing.

Among Liquid Air Corporation's current highlights are:

- The opening of the Company's R & D center near Chicago.
- Commencement of construction of two merchant industrial gas plants in Tucson, Arizona and Orlando, Florida.
- Major air separation plant expansions completed in Montreal, Quebec and Oklahoma City,

with others underway in Hamilton, Ontario and Dallas, Texas.

- Acquisition of an interest in an air separation complex in Louisiana, which will provide the Company with merchant gases.
- Announcement of the construction of a 10 ton-per-day liquid hydrogen plant.
- Construction of three new carbon dioxide plants in Jasper, Tennessee, South Point, Ohio and Savannah, Georgia, and the recent completion of an expanded plant in Madison, Mississippi.
- Announcement of the construction of a 300 ton-per-day carbon dioxide plant in western Canada.



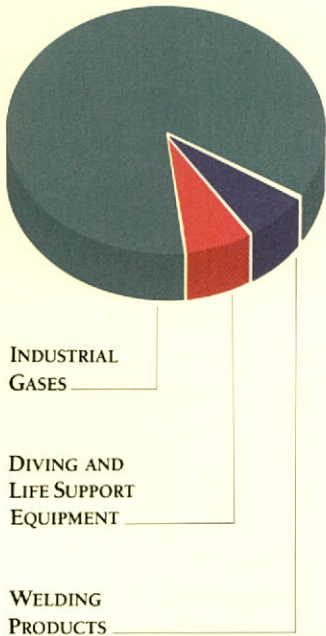
Left to right:  
*Richard A. Johnson,*  
*Executive Vice President;*  
*Mike V. Breber, President &*  
*Chief Executive Officer;*  
*and Thomas E. Slattery,*  
*Executive Vice President &*  
*Chief Operating Officer*

We have entered 1985 in a sound financial and competitive position, and we look forward to the challenges ahead.

Jean H. Delorme  
Chairman

Mike V. Breber  
President

1984 SALES  
BY GROUP



INDUSTRIAL  
GASES



Liquid Air's principal products are industrial, specialty, rare and medical gases. Today, these gases account for approximately 85% of our gross revenues and 96% of our operating profits.

Major industrial gas products we manufacture and sell include oxygen, carbon dioxide, nitrogen, argon, helium, hydrogen and fuel gases such as acetylene and Blue Shield® mixtures. Among our rare gases are krypton, xenon and neon. Specialty gases sold through our Alphagaz® Specialty Gases Division include many high-quality pure and mixed gases, as well as compounds such as silane, used in the growing semi-

conductor industry. Medical gases include U.S.P. oxygen, nitrogen, nitrous oxide and mixtures.

In addition, Liquid Air is using its growing fine-engineering capabilities to design complete gas delivery, storage and control systems with very high levels of purity, precision and safety, to address the needs of the growing high-technology industries, which require increasingly large volumes of high purity gases.

## WELDING PRODUCTS



Liquid Air's history in producing gas welding equipment goes back almost to the turn of the century in Canada. Today Canadian Liquid Air is an industry leader in making and distributing a broad line of gas and electronic welding products and equipment in Canada.

Primary products in this area include filler metals for welding, flux-coated electrodes, solid and tubular welding wire and specialty products. The equipment we manufacture includes manual, semi-automatic and automatic gas and electronic welding/cutting machines, accessories and safety equipment.

## DIVING AND LIFE SUPPORT EQUIPMENT



Liquid Air's subsidiary U.S.D. Corp designs, builds, assembles and sells equipment for life support and safety applications in the underwater, fire-fighting, medical and industrial arenas.

Products from U.S.D. include the well established Aqua Lung® (self contained underwater breathing apparatus), along with a line of associated diving accessories for sport and commercial use. The Survivair® Division also sells a growing range of breathing, life support and safety systems and equipment enjoying wide acceptance by industrial and government customers.

LIQUID AIR  
CORPORATION, THROUGH  
ITS PARENT L'AIR LIQUIDE,  
TRACES ITS CORPORATE  
ANCESTRY BACK OVER  
80 YEARS.

■ Countries in which L'Air Liquide operates



Over 200 years ago the Industrial Revolution launched mankind into the machine age, spawned the world's basic industries and altered the face of the earth forever.

Looking back in time, the key to the transformation of the world by the Industrial Revolution was the emergence of new basic materials, chiefly iron and steel. New energy sources—fuel and motive power—were similarly essential, and would later include coal, petroleum and electricity, as well as the steam and internal-combustion engines. New machinery for increased productivity and widespread invention in transportation and communications resulted. Science drove industry forward, extracting from earth, air, fire and water with increasing ingenuity the ingredients that would build the future.

These developments linked synergistically as an organism that would anchor

the industrial world, experience accelerating growth, and thus create more change in a mere 200 years than in the entire previous history of humanity.

A fundamental element in these sweeping changes in the way men and women lived and worked was the emergence of the chemical industry as vital to continued industrial development and progress. Industrial gases—created and controlled 'atmospheres'—are an inseparable part of the world chemical industry and the mainstream industries and professions served by chemistry.

Liquid Air Corporation, through its parent L'Air Liquide, traces its corporate ancestry back over 80 years. Those 80 years represent more than one third of the total time elapsed since the dawn of the Industrial Revolution. Liquid Air's task today is to take the same



YEARS OF PROGRESS  
FROM THE  
PERSPECTIVE OF  
THE 200 YEARS  
SINCE THE  
INDUSTRIAL  
REVOLUTION.

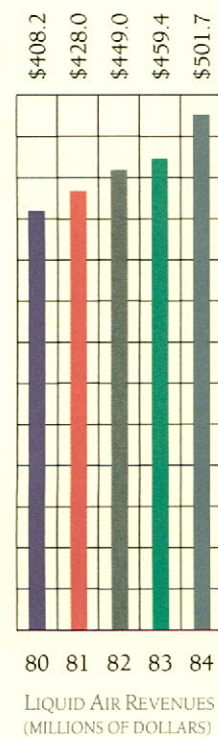


■ The cutting and welding of steel, with the help of oxygen, was a major industrial activity at the turn of the century when L'Air Liquide was founded.

raw materials that fueled the epoch—earth, air, fire and water—and manipulate them technologically to extract, refine and deliver an increasingly broad range of elements for thousands of complex industrial, scientific and professional tasks.

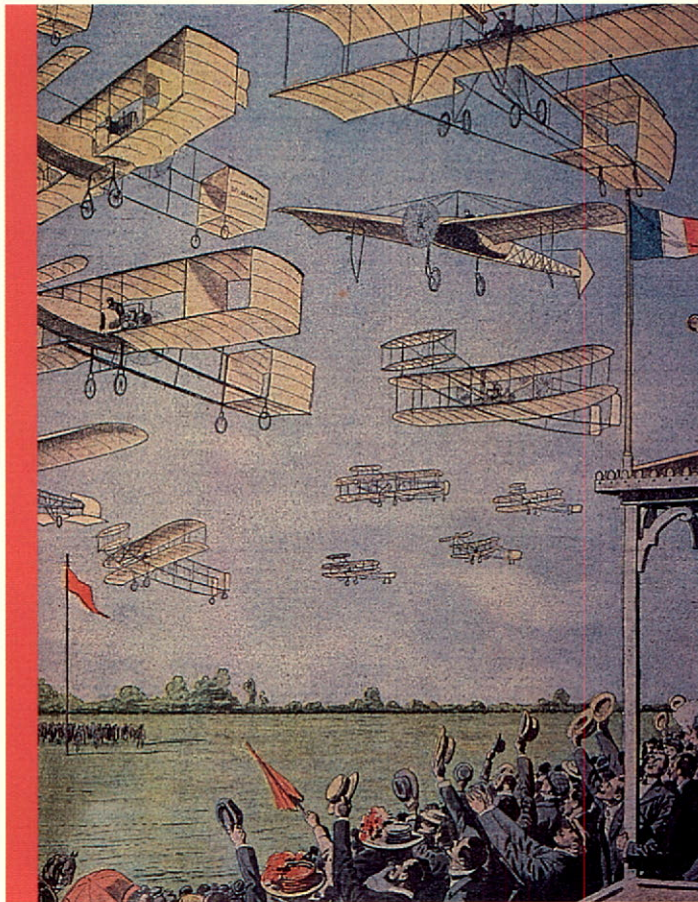
To keep abreast of this rapidly changing technology, Liquid Air has established the Compressed Gas Institute in California to serve the educational needs

of its customers and distributors in the production and use of compressed gases as used in industry. The innovations in industrial gases that helped make the Industrial Revolution possible will be preserved in a form that links the past of the 18th century with the future of the 21st century.



... A STAPLE SUPPLIER  
SERVING THE CORE  
INDUSTRIES

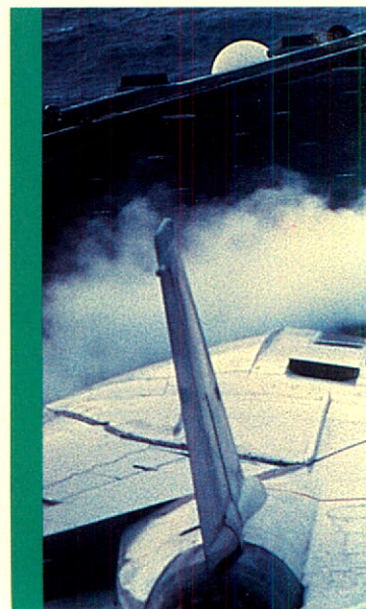
■ *The birth of modern aviation—anticipated in this display over the plain of Bethany—was destined to change the world and involve Liquid Air in new technology of many kinds.*



■ *Creating modern warplanes, such as these Grumman F-14 'Tomcat' fighters awaiting launch, requires dozens of specialty gases from Liquid Air to build the thousands of high-technology components from semiconductor devices to jet engines.*

As the 20th century began, an increasingly technological world faced even more striking change with commercialization of the airplane and automobile.

Enormous quantities of industrial gases such as oxygen, extracted from the atmosphere, were now needed by industry. Effort centered on iron and steel production and then on the heavy- and light-industry requirements for these raw materials. Uses: ship-building and boilermaking,



machine tools and chemicals, turbines and switch-gear for electric power, construction-industry rebar and framing, plus autos and appliances for millions of consumers.

Challenge and change typified the era. To serve these needs, L'Air Liquide was formed in France in 1902, destined to quickly become the world's largest industrial gas supplier. The core metalworking industries had to have oxygen, welding supplies, heat-

treatment techniques. Their goal: to create new products more efficiently from better materials, so that these products would be less costly, more useful, safer and longer-lived.

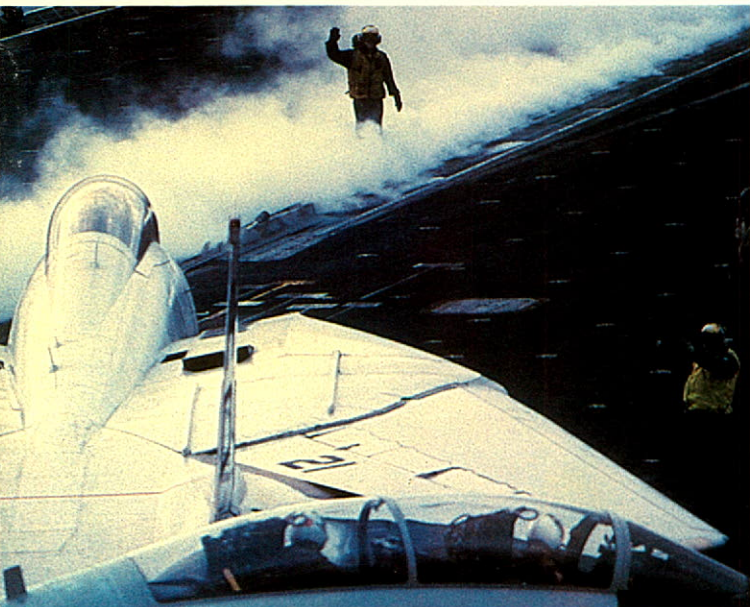
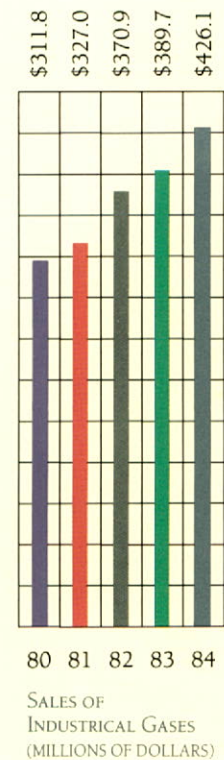
Entirely new gases and compounds were vital to proliferating applications—argon to fill vacuum tubes in the infant electronics industry; rare gases such as xenon and special gas mixtures for a growing array of high-tech industries; and of course natural gases such

as carbon dioxide for food and beverage preparation and preservation.

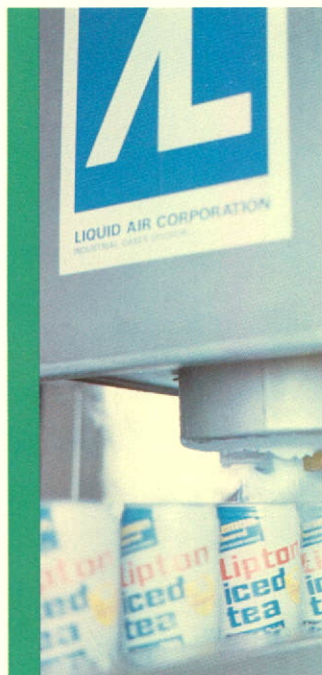
By the late '40s, a 20th-century world recovering from two world wars had generated unprecedented scientific and commercial capabilities. The industrial gas industry had become a staple supplier, serving the core industries of every industrialized and emerging nation. At L'Air Liquide's half century, the company was already established in 33 industrial countries.

Soon gas management systems had to be invented to help process entirely new materials. The semiconductor, nuclear and aerospace industries emerged with highly specialized needs; the underwater world became recognized as a vast resource requiring life-support systems for divers as well as new ways of working on an industrial scale with submerged equipment and structures.

In 1968 Liquid Air began its penetration of the U.S. marketplace, having already reached a dominant position in Canada. In 1970, the Company's U.S. industrial gas operations completed its first full year and generated revenues of \$23.3 million and faced an uncertain future in a field dominated by industrial giants.



■ *Liquid nitrogen, injected into cans during filling, increases can structural strength and rigidity and reduces aluminum content and cost.*



In 1985, as this century draws to a close, technological change is accelerating further. The working world is being transformed once again, sloughing off old systems and rejuvenating itself in fresh forms. Many call this era the 'Second Industrial Revolution,' as applied technology drives the world's major economies.

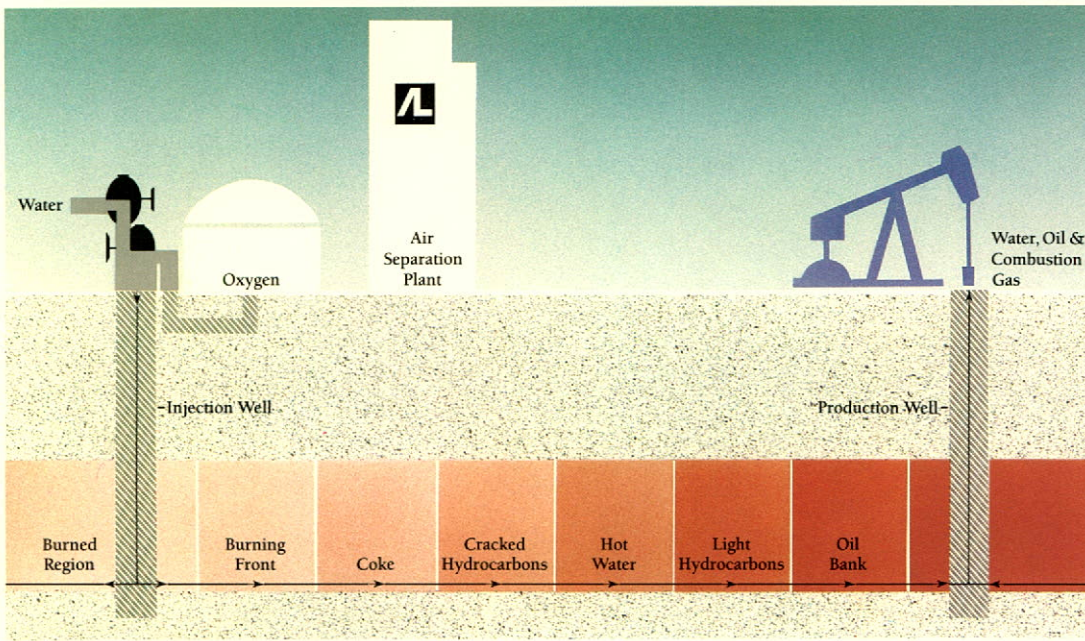
New bellwether industries such as computers, communications, electronics and aerospace are replacing older, stagnating activities such as steel-making and shipmaking. In these new areas, linkage is complete between Liquid Air products, customers' processes and end products thus created. We are now central, not peripheral.

Dozens of new gases, processes and delivery systems are contributing to this increasingly technological world. While established products and processes remain important sources of our revenues and profits,

the rare, specialty and ultra-pure new gases and associated technologies from Liquid Air's R&D centers are assuming a greater role.

Applications for Liquid Air's gases are becoming more numerous and sophisticated. We now handle hundreds of special cases where dozens of basic areas existed earlier. Not only metalworking but medicine; beyond iron and steel into semiconductors; pushing ahead from agriculture to broad-based food and beverage processing and storage; extending tertiary oil recovery while penetrating outer- and inner-space (oceanography) arenas; working in chemicals but adding cryogenics and pollution control.

PROBLEM-SOLVING  
ATTITUDES...

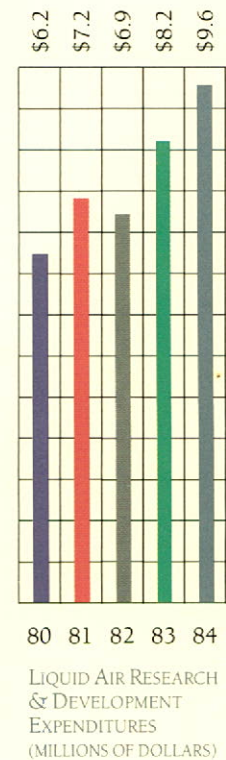


■ Oxygen-enriched insitu combustion deep in the earth, using Canadian Liquid Air oxygen, holds the potential of unlocking billions of barrels of heavy oil in Alberta and Saskatchewan. Such oxygen 'fireflooding' reduces oil viscosity and stimulates eventual well production.

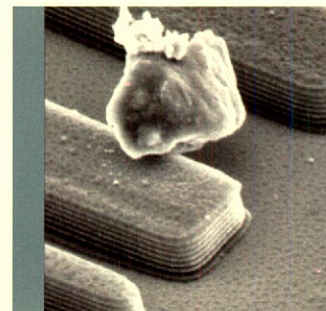
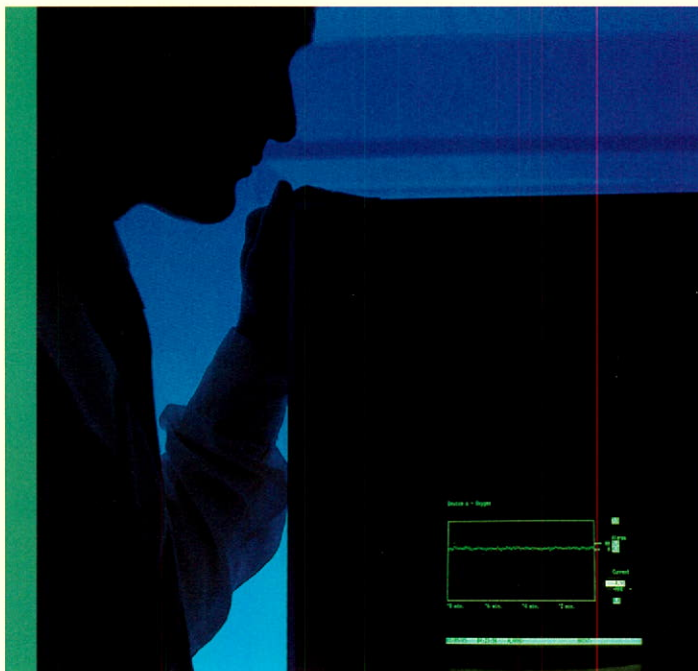
Elegant science and 'fine engineering' to extract, purify and deliver new 'atmospheres' for increasingly challenging tasks is becoming crucial to our future. In 1985, we will open our new 60,000 square foot research laboratory in Countryside, Illinois, a Chicago suburb. This \$4 million facility will be staffed with scientists, engineers and technicians dedicated to research and technology.

Understanding our customers and their needs is as important as enhancing our scientific capabilities. Where five years ago Liquid Air had only a handful of field applications engineers, today over 100 are at work with customers in the U.S., Canada and Brazil.

The results of 15 years of effort by Liquid Air are now in. The report shows that in 1984 we reached over half a billion dollars in sales for the first time.



■ ■ Liquid Air's 'CQC' or computerized Continuous Quality Control analyzer (right) has the potential for wide application in the production of advanced semiconductors. Parts-per-billion gas purity, and the reduction of sub-micron-sized dirt particles, are vital to Liquid Air's semiconductor industry customers. This dirt particle, enlarged 10,000 times in an electron microscope (far right), could destroy a circuit during processing.



from drawing and doping crystals, then diffusing and etching sliced wafers, to die separation and packaging, will be made possible by specialty gases pure to parts-per-billion levels.

Parts-per-billion purity in specialty gases will only be part of our task. The delivery system—creating, purifying, transporting, storing, delivering and handling the gases in the workplace via piping and valves—will demand total integrity. In the era of sub-micron (millionths of an inch) geometries, only meticulous process cleanliness will enable makers to compete by achieving high yields. Our 'fine engineered atmosphere-delivery systems'

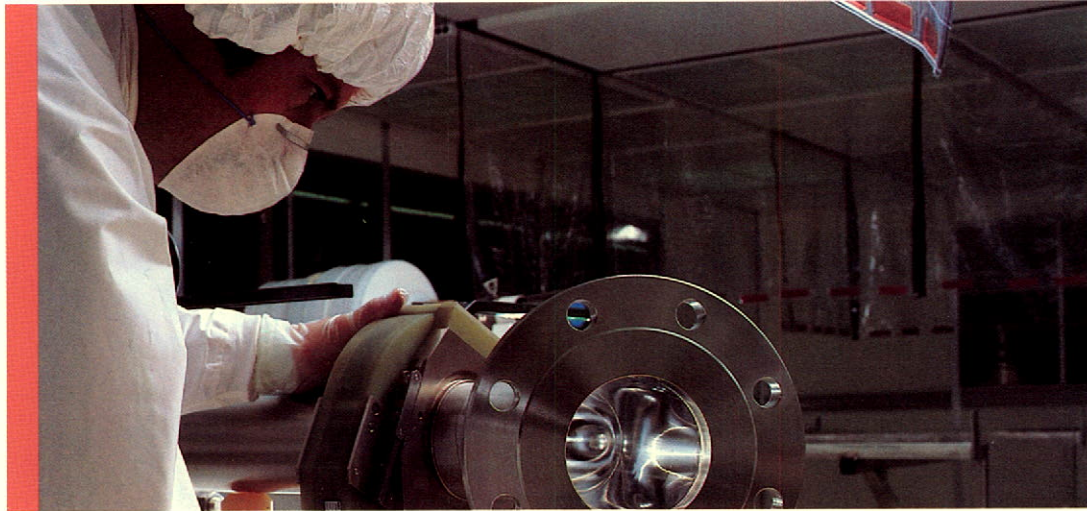
By the end of this century, 95% of all the scientists and engineers who ever lived will be creating yet another new technological order based on information. The Second Industrial Revolution will be in place.

The information age will command special attention from Liquid Air. Information will be the world's largest commercial area, employing more humans than any other activity. It

will comprise computer/communications systems based on semiconductor devices, manufactured to new standards of performance and size.

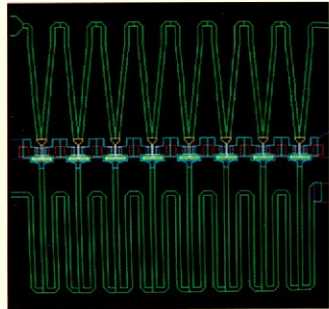
Producing these devices will require that we create and control the most precise atmospheric environments ever envisaged by industry. Critical steps in the semiconductor process,

ELEGANT SCIENCE  
AND 'FINE  
ENGINEERING' . . .



■ Every element in a high-purity gas delivery system, such as this stainless steel tubing used in Liquid Air's semiconductor-industry 'fine engineering' advances, must be controlled for cleanliness at all stages of manufacture.

The Corporate Research Center at Varian Associates, in Palo Alto, California uses the latest computer technology to develop new products and applications such as this monolithic microwave IC, aided by Liquid Air high-purity specialty gas systems.



will be integral to our customers' success.

Problem-solving attitudes, not mere products, will create and deliver these special atmospheres critical to technology's future. Such achievements will be the result of our ongoing commitment to understand and

even anticipate customer requirements. Our capabilities will be based on our science, our fine engineering, our applications empathy, the integrity and safety of our systems, the quality and credibility of our lifetime support services and, ultimately, the motivation of our people, whether here in the United States or in our affiliated plants and R&D centers around the world.

Our traditional products and services will remain important to revenues and profits. But we will continue

to diversify as we serve new technological applications in aerospace, ocean resources, pharmaceuticals, pollution reduction and waste disposal, agricultural services and food production-transportation-storage-delivery systems.

The past is prologue. Each year Liquid Air renews itself, welcoming the challenges of tomorrow, developing its products, its processes and its people to meet the needs of a rapidly changing world.

## FIVE YEAR FINANCIAL SUMMARY\*

| (Millions of dollars except<br>per share amounts) | Years ended December 31 | 1984**   | 1983**   | 1982**   | 1981     | 1980     |
|---|-------------------------|----------|----------|----------|----------|----------|
| Sales   |                         | \$ 501.7 | \$ 459.4 | \$ 449.0 | \$ 428.0 | \$ 408.2 |
| Cost of products sold                             |                         | 244.0    | 225.3    | 225.7    | 222.7    | 209.0    |
| Operating expenses                                |                         | 164.4    | 149.6    | 141.6    | 126.8    | 121.3    |
| Depreciation and amortization                     |                         | 39.3     | 37.1     | 32.8     | 27.3     | 26.6     |
| Operating Profit                                  |                         | 54.0     | 47.4     | 48.9     | 51.2     | 51.3     |
| Other income                                      |                         | 1.4      |          | 2.3      | 3.6      | 7.4      |
| Interest—net <sup>(1)</sup>                       |                         | 9.0      | 8.8      | 7.4      | 4.3      | 7.8      |
| Earnings Before Taxes                             |                         | 46.4     | 38.6     | 43.8     | 50.5     | 50.9     |
| Income taxes                                      |                         | 19.1     | 14.7     | 16.3     | 19.0     | 21.5     |
| Net Earnings<br>Per share <sup>(2)</sup>          |                         | \$ 27.3  | \$ 23.9  | \$ 27.5  | \$ 31.5  | \$ 29.4  |
| Net earnings                                      |                         | \$ 2.07  | \$ 1.80  | \$ 2.13  | \$ 2.86  | \$ 2.76  |
| Dividends paid                                    |                         | 1.60     | 1.60     | 1.60     | 1.55     | 1.40     |
| By GEOGRAPHIC<br>LOCATION                         |                         |          |          |          |          |          |
| Sales   |                         | \$ 501.7 | \$ 459.4 | \$ 449.0 | \$ 428.0 | \$ 408.2 |
| United States                                     |                         | 331.5    | 300.1    | 276.9    | 240.7    | 235.2    |
| Foreign   |                         | 170.2    | 159.3    | 172.1    | 187.3    | 173.0    |
| Canada  |                         | 134.5    | 125.1    | 124.8    | 135.4    | 132.0    |
| Brazil  |                         | 35.7     | 34.2     | 47.3     | 51.9     | 41.0     |
| Operating Profit                                  |                         | 54.0     | 47.4     | 48.9     | 51.2     | 51.3     |
| United States                                     |                         | 27.3     | 24.9     | 20.1     | 17.6     | 20.0     |
| Foreign   |                         | 26.7     | 22.5     | 28.8     | 33.6     | 31.3     |
| Canada  |                         | 18.9     | 16.0     | 19.1     | 21.3     | 23.9     |
| Brazil  |                         | 7.8      | 6.5      | 9.7      | 12.3     | 7.4      |

\*See Note A of notes to consolidated financial statements.

\*\*See Note M of notes to consolidated financial statements.

<sup>(1)</sup> Net of interest income.

<sup>(2)</sup> Per common share and common equivalent share.



## FIVE YEAR FINANCIAL SUMMARY\*

| (Millions of dollars)              | Years ended December 31                      | 1984**                 | 1983**  | 1982**              | 1981    | 1980    |         |
|------------------------------------|--|------------------------|---------|---------------------|---------|---------|---------|
| BY OPERATING<br>GROUP              | Sales  | \$501.7                | \$459.4 | \$449.0             | \$428.0 | \$408.2 |         |
|                                    | Industrial gases                             | 426.1                  | 389.7   | 370.9               | 327.0   | 311.8   |         |
|                                    | Welding products                             | 45.2                   | 41.0    | 48.5                | 61.6    | 59.7    |         |
|                                    | Underwater diving and life support           | 30.4                   | 28.7    | 29.6                | 39.4    | 36.7    |         |
|                                    | Operating Profit <sup>(1)</sup>              | 54.0                   | 47.4    | 48.9                | 51.2    | 51.3    |         |
|                                    | Industrial gases                             | 52.0                   | 49.3    | 48.6                | 45.5    | 43.6    |         |
|                                    | Welding products                             | (0.4)                  | (1.8)   | .1                  | 2.3     | 3.2     |         |
|                                    | Underwater diving and life support           | 2.4                    | (.1)    | .2                  | 3.4     | 4.5     |         |
|                                    | Depreciation and Amortization <sup>(2)</sup> | 39.3                   | 37.1    | 32.8                | 27.3    | 26.6    |         |
|                                    | Industrial gases                             | 37.9                   | 35.8    | 31.7                | 26.0    | 25.3    |         |
|                                    | Capital Expenditures <sup>(2)</sup>          | 62.5                   | 41.6    | 58.7 <sup>(3)</sup> | 61.8    | 60.5    |         |
|                                    | Industrial gases                             | 60.9                   | 40.8    | 57.2 <sup>(3)</sup> | 59.9    | 58.4    |         |
|                                    | IDENTIFIABLE<br>ASSETS                       | By Geographic Location | \$584.8 | \$535.6             | \$537.2 | \$484.3 | \$444.9 |
|                                    |  | United States          | 369.2   | 343.4               | 336.3   | 272.3   | 256.4   |
| Foreign                            |  | 215.6                  | 192.2   | 200.9               | 212.0   | 188.5   |         |
| Canada                             |  | 163.7                  | 141.4   | 148.5               | 160.8   | 145.2   |         |
| Brazil                             |  | 51.9                   | 50.8    | 52.4                | 51.2    | 43.3    |         |
| By Operating Group                 |  | 584.8                  | 535.6   | 537.2               | 484.3   | 444.9   |         |
| Industrial gases                   |  | 486.9                  | 465.1   | 455.3               | 378.7   | 356.0   |         |
| Welding products                   |  | 15.2                   | 14.5    | 20.5                | 33.0    | 29.0    |         |
| Underwater diving and life support |  | 20.4                   | 22.9    | 21.3                | 25.5    | 26.2    |         |
| Corporate                          |  | 62.3                   | 33.1    | 40.1                | 47.1    | 33.7    |         |

\*See Note A of notes to consolidated financial statements.

\*\*See Note M of notes to consolidated financial statements.

<sup>(1)</sup> Operating profit is before interest expense, other income and income taxes.

<sup>(2)</sup> Depreciation and amortization and capital expenditures relating to welding products and underwater diving and life support equipment are not significant.

<sup>(3)</sup> Excludes \$47.0 million of property, plant and equipment acquired in acquisition—See Note B of notes to consolidated financial statements.

## FIVE YEAR FINANCIAL SUMMARY\*

| (Millions of dollars)              | Years ended December 31   | 1984    | 1983    | 1982    | 1981    | 1980    |
|------------------------------------|---|---------|---------|---------|---------|---------|
| SOURCE AND APPLICATION<br>OF FUNDS | Source of Funds   |         |         |         |         |         |
|                                    | From operations   | \$ 74.7 | \$ 62.1 | \$ 71.9 | \$ 58.2 | \$ 65.2 |
|                                    | Additional long-term debt   | 89.6    | 57.2    | 64.4    | 23.1    | 8.0     |
|                                    | Common shares issued for cash                                     |         |         | 19.5    | 30.0    |         |
|                                    | Property, plant and equipment sold                                | 1.8     | 2.3     | 1.4     | 11.7    | 22.4    |
|                                    | Decrease in certificates of deposit                               |         |         | 14.2    |         |         |
|                                    | Decrease in noncash working capital                               |         | 6.5     |         | 9.8     | 5.9     |
|                                    |   | \$166.1 | \$128.1 | \$171.4 | \$132.8 | \$101.5 |
|                                    | Application of Funds  |         |         |         |         |         |
|                                    | Property, plant and equipment acquired                            | \$ 62.5 | \$ 41.6 | \$ 58.7 | \$ 61.8 | \$ 60.5 |
|                                    | Property, plant and equipment of<br>subsidiaries acquired         |         |         | 47.0    |         |         |
|                                    | Reduction of long-term debt                                       | 46.4    | 68.3    | 30.7    | 22.5    | 9.3     |
|                                    | Cash dividends paid   | 21.4    | 21.4    | 21.0    | 17.7    | 15.6    |
|                                    | Purchase of common shares   | (3.1)   | 3.1     |         |         |         |
|                                    | Increase in goodwill  | 1.1     | 1.6     | 15.5    |         | 1.7     |
|                                    | Increase in other assets  | 15.9    | 1.6     | 4.4     | 17.5    | 6.5     |
|                                    | Other   |         |         | (6.9)   |         |         |
|                                    | Increase in noncash working capital                               | 9.3     |         | 17.5    |         |         |
|                                    | Cash and certificates of deposit<br>increase (decrease)           | 12.6    | (9.5)   | (16.5)  | 13.3    | 7.9     |
|                                    |   | \$166.1 | \$128.1 | \$171.4 | \$132.8 | \$101.5 |
| BALANCE SHEET DATA                 | Assets  |         |         |         |         |         |
|                                    | Cash and certificates of deposit                                  | \$ 23.4 | \$ 10.8 | \$ 20.3 | \$ 36.8 | \$ 23.5 |
|                                    | Other current assets  | 117.0   | 111.3   | 107.3   | 111.4   | 116.8   |
|                                    | Other assets  | 38.9    | 23.7    | 22.1    | 31.9    | 14.4    |
|                                    | Property, plant and equipment, net of<br>accumulated depreciation | 370.5   | 354.8   | 353.4   | 285.0   | 270.8   |
|                                    | Goodwill  | 35.0    | 35.0    | 34.1    | 19.2    | 19.4    |
|                                    |   | \$584.8 | \$535.6 | \$537.2 | \$484.3 | \$444.9 |
|                                    | Liabilities and Equity  |         |         |         |         |         |
|                                    | Current liabilities   | \$ 74.8 | \$ 78.0 | \$ 67.8 | \$ 88.9 | \$ 83.9 |
|                                    | Long-term debt  | 171.0   | 128.4   | 139.2   | 99.0    | 98.9    |
|                                    | Deferred taxes  | 57.4    | 49.4    | 48.3    | 37.4    | 39.8    |
|                                    | Shareholders' equity <sup>(1)</sup>                               | 281.6   | 279.8   | 281.9   | 259.0   | 222.3   |
|                                    |   | \$584.8 | \$535.6 | \$537.2 | \$484.3 | \$444.9 |

\* See Note A of notes to consolidated financial statements.

<sup>(1)</sup> Includes redeemable preferred stock of \$24.0 million.

### RESULTS OF OPERATIONS

Sales in 1984 increased to a record \$501.7 million, exceeding the one-half billion dollar sales mark for the first time. 1984 sales increased by \$42.3 million, or 9%, over 1983. The industrial gases operations, with sales of \$426.1 million, had an increase of 9%, which reflected volume growth in all countries where the Company operates. Volume growth was also mainly responsible for the 10% increase in welding products sales and the 6% increase in underwater diving and life support equipment sales over 1983.

1983 sales were \$459.4 million, an increase of \$10.4 million, or 2% over 1982. This overall sales increase was due to the Cardox division which was acquired on March 31, 1982 and which had an excellent year (see Note B of notes to consolidated financial statements). Total sales of industrial gases were up 5% on an actual basis and were also higher than 1982 sales when adjusted to include Cardox for a full year. The 5% overall increase in industrial gas sales was due to increases of 10% in the United States and 3% in Canada. These increases resulted mainly from the Cardox division and from volume growth of the atmospheric gases business in the latter half of the year. Brazilian sales, however, were down 22%, chiefly because of devaluation of the Brazilian currency and minor volume decreases. Welding products sales declined 7% in Canada as a result of volume decreases, and 48% in Brazil due to both currency devaluations and volume decreases. Sales of underwater diving and life support equipment were down 3%.

1984 overall operating profit was up 14% as a result of increases in operating results of all divisions except for the Cardox division which had lower operating results due to supply difficulties at one of its major plants. Geographically, operating profits were up 10% in the United States, 18% in Canada and 20% in Brazil. The improvement in other income was due to an increase in gains on disposals of assets. Lower investment tax credits and higher withholding taxes on dividends from Brazil were instrumental causes for the increase of the overall income tax rate in 1984. Net earnings were \$27.3 million, an increase of 14% over 1983. Earnings per share increased to \$2.07 from \$1.80 in 1983.

The increases in 1983 operating profits and net earnings of the United States operations were exceeded by decreases in Canada and Brazil, with the result that operating profit and net earnings declined 3% and 13% respectively. Operating profit in the United States was up \$4.8 million, or 24%, due to the improved profits of the Cardox division, increases in productivity and the inclusion of a full year's operations of Cardox in 1983. Brazilian operating profit was down \$3.2 million because of major currency devaluations. The recovery of the Canadian economy, as it related to our industry, lagged behind that of the United States. This was the basic reason for the decreases of \$3.1 million in operating profit of the Canadian operations. Increased borrowings which were repaid prior to the year-end, coupled with a reduction in capitalized interest expense, caused interest expense to increase. Larger gains on asset disposals, settlements of legal and other matters, and lower foreign exchange translation losses in the 1982 period explain the decline in other income in 1983 when compared to 1982. Higher effective income tax rates in Canada and Brazil, mostly offset by lower effective income tax rates in the United States, caused the one percentage point increase in the overall income tax rate.

## MANAGEMENT'S DISCUSSION AND ANALYSIS (Continued)

LIQUIDITY AND  
CAPITAL RESOURCES

The Company, being in a capital intensive industry, must utilize the debt markets to the extent its cash flow is insufficient to meet its requirements. Accordingly, the ratio of its long-term debt to total capitalization (long-term debt plus equity, including preferred stock) is critical since it indicates its potential to utilize the debt markets. This ratio was 38% at the end of 1984, compared with 31% at the end of 1983 and 33% at the end of 1982. However, since the Company had excess cash at the end of each year, this ratio can be viewed as 34%, 30% and 31%, which is considered a reasonable level.

\$170 million in long-term revolving bank lines of credit is available to the company for periods of between five and seven years at the prime rate or less and up to  $\frac{1}{2}\%$  over the London Interbank Offer Rate (LIBOR). These credit arrangements do not require that the Company maintain any compensating balances. Commitment fees of approximately  $\frac{1}{4}$  of 1% are paid on the overall unused line of credit. At December 31, 1984, \$93.7 million was unused.

It is expected that the long-term credit lines, the excess cash of \$22.7 million and the projected 1985 cash flow, will be sufficient to enable the Company to finance all of its 1985 capital programs, cash dividends and working capital requirements.

On June 21, 1983, the Company signed an agreement to acquire 1,563,750 shares of its common stock from Chemetron Corporation or its Assignee, Allegheny International Inc., for an estimated price of \$48,500,000. A \$3,128,000 down payment was made on July 1, 1983 which was charged to capital surplus. On December 28, 1984, the down payment was reimbursed with a profit based upon the cost of funds, and the shares were acquired by an affiliated company.

## INFLATION

Reference is made to Note N of notes to consolidated financial statements for information regarding the effects of inflation using current cost measurements.

## CONSOLIDATED STATEMENT OF EARNINGS

(Thousands of dollars  
except per share amounts)

| Years ended December 31   | 1984      | 1983      | 1982      |
|---|-----------|-----------|-----------|
| Sales   | \$501,735 | \$459,409 | \$448,996 |
| Costs and Expenses:   |           |           |           |
| Costs of products sold  | 243,986   | 225,308   | 225,686   |
| Selling, distribution, general and<br>administrative expenses                                   | 164,466   | 149,576   | 141,541   |
| Depreciation and amortization   | 39,322    | 37,148    | 32,847    |
|   | 447,774   | 412,032   | 400,074   |
| Operating Profit  | 53,961    | 47,377    | 48,922    |
| Other Expenses (Income):  |           |           |           |
| Interest (net of interest income of<br>\$6,208 in 1984, \$4,396 in 1983 and<br>\$3,977 in 1982) | 9,018     | 8,795     | 7,452     |
| Other income  | (1,482)   | (50)      | (2,295)   |
|   | 7,536     | 8,745     | 5,157     |
| Earnings Before Income Taxes  | 46,425    | 38,632    | 43,765    |
| Income Taxes:   |           |           |           |
| Current   | 11,081    | 13,716    | 4,717     |
| Deferred  | 8,040     | 1,014     | 11,536    |
|   | 19,121    | 14,730    | 16,253    |
| Net Earnings  | \$ 27,304 | \$ 23,902 | \$ 27,512 |
| Net Earnings Per Common Share   | \$2.07    | \$1.80    | \$2.13    |

See notes to consolidated financial statements.

## CONSOLIDATED BALANCE SHEET

| (Thousands of dollars) | December 31   | 1984      | 1983      |
|------------------------|---|-----------|-----------|
| ASSETS                 |   |           |           |
|                        | Current Assets  |           |           |
|                        | Cash  | \$ 721    | \$ 5,166  |
|                        | Certificates of deposit   | 22,669    | 5,600     |
|                        | Receivables:  |           |           |
|                        | Trade, less allowances (\$2,698 in 1984<br>and \$2,374 in 1983) | 65,991    | 67,131    |
|                        | Other   | 12,738    | 5,511     |
|                        | Due from affiliates   | 3,174     | 3,755     |
|                        | Inventories   | 30,303    | 32,741    |
|                        | Prepaid expenses and deposits                                   | 4,805     | 2,186     |
|                        |   | 140,401   | 122,090   |
|                        | Other Assets  | 38,890    | 23,687    |
|                        | Property, Plant and Equipment—at cost                           | 631,423   | 586,931   |
|                        | Less accumulated depreciation                                   | (260,893) | (232,135) |
|                        |   | 370,530   | 354,796   |
|                        | Goodwill  | 35,002    | 34,988    |
|                        |   | \$584,823 | \$535,561 |

| (Thousands of dollars)                      | December 31   | 1984      | 1983      |
|---|---|-----------|-----------|
| <b>LIABILITIES AND SHAREHOLDERS' EQUITY</b> |   |           |           |
|   | Current Liabilities   |           |           |
|   | Bank indebtedness   | \$ 4,764  | \$ 8,827  |
|   | Accounts payable  | 50,529    | 45,344    |
|   | Accrued interest  | 2,065     | 1,971     |
|   | Accrued taxes, other than income taxes  | 3,742     | 3,627     |
|   | Due to parent and other affiliates  | 4,024     | 1,724     |
|   | Income taxes  | 3,724     | 10,980    |
|   | Current maturities of long-term debt  | 5,946     | 5,540     |
|   |   | 74,794    | 78,013    |
|   | Long-term Debt, exclusive of current maturities   | 170,969   | 128,360   |
|   | Deferred Income Taxes   | 57,391    | 49,351    |
|   | Redeemable Preferred Stock, convertible, par value \$100:<br>Authorized and issued 240,000 shares       | 24,000    | 24,000    |
|   | Common Stock, no par value:<br>Authorized 20,000,000 shares<br>Issued 12,562,796 shares at stated value | 40        | 40        |
|   | Other Shareholders' Equity  |           |           |
|   | Capital surplus   | 170,377   | 167,249   |
|   | Retained earnings   | 105,973   | 100,089   |
|   | Cumulative translation adjustment   | (18,721)  | (11,541)  |
|   |   | \$584,823 | \$535,561 |

See notes to consolidated financial statements.

## CONSOLIDATED STATEMENT OF CHANGES IN FUNDS

| (Thousands of dollars)   | Years ended December 31                        | 1984  | 1983       | 1982      |        |
|--|--|---|------------|-----------|--------|
| SOURCE OF FUNDS  | From operations:                               |   |            |           |        |
|  | Net earnings                                   | \$ 27,304   | \$ 23,902  | \$ 27,512 |        |
|  | Expenses not affecting working capital:        |   |            |           |        |
|  | Depreciation and amortization                  | 39,322  | 37,148     | 32,847    |        |
|  | Deferred income taxes                          | 8,040   | 1,014      | 11,536    |        |
|  | Total from operations                          | 74,666  | 62,064     | 71,895    |        |
|  | Common stock issued                            |   |            | 19,498    |        |
|  | Additional long-term debt                      | 89,638  | 57,238     | 64,410    |        |
|  | Sales of property, plant and equipment         | 1,752   | 2,288      | 1,331     |        |
|  | Decrease in certificates of deposit            |   |            | 14,228    |        |
|  | Decrease in noncash working capital            |   | 6,510      |           |        |
|  | Total source of funds                          | 166,056   | 128,100    | 171,362   |        |
|  | DISPOSITION OF FUNDS                           | Additions to property, plant and equipment              | 62,461     | 41,620    | 58,657 |
|  |  | Noncurrent assets and liabilities of business acquired: |            |           |        |
| Property, plant and equipment  |  |   |            | 47,000    |        |
| Long-term debt   |  |   |            | (6,850)   |        |
| Repayment of long-term debt  |  | 46,384  | 68,248     | 30,745    |        |
| Cash dividends   |  | 21,420  | 21,420     | 21,006    |        |
| Increase in goodwill   |  | 1,043   | 1,600      | 15,500    |        |
| Increase in other assets   |  | 15,940  | 1,608      | 4,375     |        |
| Down payment for purchase of common stock  |  | (3,128)   | 3,128      |           |        |
| Increase in noncash working capital, including working capital of \$4,737 acquired in 1982 |  | 9,312   |            | 17,458    |        |
| Total disposition of funds   |  | 153,432   | 137,624    | 187,891   |        |
| Increase (decrease) in cash and certificates of deposit                                    |  | 12,624  | (9,524)    | (16,529)  |        |
| Cash and certificates of deposit at beginning of year                                      |  | 10,766  | 20,290     | 36,819    |        |
| Cash and certificates of deposit at end of year  |  | \$ 23,390   | \$ 10,766  | \$ 20,290 |        |
| CHANGES IN COMPONENTS OF NONCASH WORKING CAPITAL   | Increase (decrease) in current assets:         |   |            |           |        |
|  | Receivables                                    | \$ 6,087  | \$ 3,204   | \$ 547    |        |
|  | Due from affiliates                            | (581)   | 1,194      | 547       |        |
|  | Inventories                                    | (2,438)   | 1,246      | (5,530)   |        |
|  | Prepaid expenses and deposits                  | 2,619   | (1,665)    | 430       |        |
|  |  | 5,687   | 3,979      | (4,006)   |        |
|  | Increase (decrease) in current liabilities:    |   |            |           |        |
|  | Bank indebtedness                              | (4,063)   | 2,058      | (2,863)   |        |
|  | Accounts payable and accrued expenses          | 5,394   | 706        | (4,240)   |        |
|  | Due to parent and other affiliates             | 2,300   | (363)      | (400)     |        |
|  | Income taxes                                   | (7,256)   | 8,088      | (13,961)  |        |
|  |  | (3,625)   | 10,489     | (21,464)  |        |
|  | Increase (decrease) in noncash working capital | \$ 9,312  | \$ (6,510) | \$ 17,458 |        |

See notes to consolidated financial statements.



## CONSOLIDATED STATEMENT OF COMMON STOCK AND OTHER SHAREHOLDERS' EQUITY

| (Thousands of dollars except per share amounts)<br>Years ended December 31, 1984, 1983 and 1982 | SHARES     | COMMON STOCK<br>AMOUNT | CAPITAL<br>SURPLUS | RETAINED<br>EARNINGS | CUMULATIVE<br>TRANSLATION<br>ADJUSTMENT |
|---|------------|------------------------|--------------------|----------------------|---|
| Balance December 31, 1981   | 11,627,176 | \$37                   | \$150,882          | \$ 91,101            | \$ (7,065)                              |
| Net earnings  |            |                        |                    | 27,512               | (3,066)                                 |
| Stocks issued   | 935,620    | 3                      | 19,945             |                      |   |
| Cash dividends:   |            |                        |                    |                      |   |
| Common (\$1.60 per share)   |            |                        |                    | (19,686)             |   |
| Preferred (\$5.50 per share)  |            |                        |                    | (1,320)              |   |
| Balance December 31, 1982   | 12,562,796 | 40                     | 170,377            | 97,607               | (10,131)                                |
| Current year's translation adjustment   |            |                        |                    |                      | (1,410)                                 |
| Net earnings  |            |                        |                    | 23,902               |   |
| Cash dividends:   |            |                        |                    |                      |   |
| Common (\$1.60 per share)   |            |                        |                    | (20,100)             |   |
| Preferred (\$5.50 per share)  |            |                        |                    | (1,320)              |   |
| Down payment for purchase<br>of common stock  |            |                        | (3,128)            |                      |   |
| Balance December 31, 1983   | 12,562,796 | 40                     | 167,249            | 100,089              | (11,541)                                |
| Current year's translation adjustment   |            |                        |                    |                      | (7,180)                                 |
| Net earnings  |            |                        |                    | 27,304               |   |
| Cash dividends:   |            |                        |                    |                      |   |
| Common (\$1.60 per share)   |            |                        |                    | (20,100)             |   |
| Preferred (\$5.50 per share)  |            |                        |                    | (1,320)              |   |
| Reimbursement of down payment for<br>purchase of common stock                                   |            |                        | 3,128              |                      |   |
| Balance December 31, 1984   | 12,562,796 | \$40                   | \$170,377          | \$105,973            | \$(18,721)                              |

*See notes to consolidated financial statements.*

**A—SUMMARY OF SIGNIFICANT  
ACCOUNTING POLICIES**

**Principles of Consolidation:** The financial statements include the accounts of the Company and its majority owned subsidiaries. Upon consolidation, all significant intercompany accounts and transactions have been eliminated.

L'Air Liquide, Société Anonyme pour l'Etude et l'Exploitation des Procédés Georges Claude (L'Air Liquide) owns directly or through affiliates approximately 90% and 78% of the Company's common stock outstanding and all of its preferred stock outstanding as of December 31, 1984 and 1983.

**Depreciation and Amortization:** The Company follows the policy of providing for depreciation principally on the straight-line method for financial reporting purposes and by accelerated methods for income tax purposes. When assets are sold or otherwise disposed of, the cost and related accumulated depreciation are removed from the accounts and any gain or loss is reflected in earnings.

**Goodwill:** Goodwill represents the cost in excess of net assets of businesses acquired. Goodwill of \$9,767,000 arising from acquisitions prior to November 1, 1970 is not being amortized since, in the opinion of the Company, there has been no diminution in value. Goodwill acquired since November 1, 1970 is being amortized over a 40 year period.

**Income Taxes:** Deferred income taxes have been provided as a result of timing differences in reporting income for financial statements and income tax purposes.

Consolidated retained earnings include \$167,913,000 and \$161,608,000 of retained earnings of foreign subsidiaries at December 31, 1984 and 1983, for which no provision has been made for taxes which would be payable upon remittance, as it is intended to indefinitely reinvest such retained earnings. Foreign subsidiaries have paid and are expected to continue to pay dividends from current earnings.

Investment tax credits have been accounted for by the flow-through method.

**Research Expenses:** Research expenditures amounted to \$9,631,000, \$8,187,000 and \$6,948,000 in 1984, 1983 and 1982. These amounts include royalties of \$4,859,000, \$3,654,000 and \$3,690,000 in 1984, 1983 and 1982 paid to L'Air Liquide and its affiliates to secure rights to their research and development.

**Interest Expense:** The Company capitalizes interest as part of the costs of newly constructed manufacturing facilities. Accordingly, interest expense amounting to \$1,781,000 in 1984, \$1,709,000 in 1983 and \$2,314,000 in 1982 has been included in the costs of newly constructed manufacturing facilities.

**Foreign Currency Translation:** The financial statements of foreign entities for the year ended December 31, 1984, 1983 and 1982 have been translated to U.S. dollars. For a certain foreign operation, all balance sheet accounts are translated at the current exchange rate and income and expense items are translated at the average exchange rate for the year. Resulting translation adjustments are made directly to a separate component of shareholders' equity. For all other foreign operations, certain balance sheet accounts, principally property, plant and equipment, and related income and expense items, are translated at historical exchange rates, and all translation adjustments are made directly to income.

**Reclassification:** Certain minor reclassifications have been made to prior years' financial statements, including the segment data, to conform to the presentation in the 1984 financial statements.

**B—ACQUISITIONS AND DIVESTITURES**

On March 31, 1982, pursuant to a Contract for Purchase of the Issued and Outstanding Capital Stock of Cardox Corporation ("Cardox") dated January 29, 1982, LAI Properties, Inc., a wholly owned subsidiary of Liquid Air Corporation, acquired all of the outstanding shares of capital stock of Cardox from Allegheny International, Inc. for approximately \$61,600,000. The allocation of the purchase price to the individual assets acquired less the liabilities assumed resulted in goodwill of \$17,100,000 being recognized.

**C—INVENTORIES**

Inventories are priced at the lower of cost or market. Welding products are primarily determined on the last-in, first-out method. Underwater diving and life support equipment and industrial gases are primarily determined using the first-in, first-out method. The excess of current inventory costs over LIFO values aggregated approximately \$4,672,000 at December 31, 1984 and \$4,228,000 at December 31, 1983.

|                        | 1984                | 1983                |
|------------------------|---------------------|---------------------|
| Finished goods         | \$18,497,000        | \$18,058,000        |
| Work in progress       | 2,404,000           | 2,588,000           |
| Materials and supplies | 9,402,000           | 12,095,000          |
|                        | <u>\$30,303,000</u> | <u>\$32,741,000</u> |

**D—PROPERTY, PLANT AND EQUIPMENT**

Property, plant and equipment (including assets purchased from affiliates of approximately \$104,930,000 and \$94,713,000 at December 31, 1984 and 1983) are summarized as follows:

|                          | 1984                 | 1983                 |
|--------------------------|----------------------|----------------------|
| Land                     | \$ 13,470,000        | \$ 13,392,000        |
| Buildings                | 55,716,000           | 51,850,000           |
| Cylinders                | 109,638,000          | 107,450,000          |
| Machinery and equipment  | 431,215,000          | 384,762,000          |
| Construction in progress | 21,384,000           | 29,477,000           |
|                          | <u>\$631,423,000</u> | <u>\$586,931,000</u> |

Cost to complete construction in progress at December 31, 1984 is estimated at \$49,502,000.

**E—CREDIT ARRANGEMENTS**

The Company has both short-term and long-term lines of credit as follows at December 31, 1984:

|                 | Short-Term         | Long-Term           |
|-----------------|--------------------|---------------------|
| Total available | \$24,731,000       | \$170,000,000       |
| Amount unused   | 19,967,000         | 93,679,000          |
| Amount used     | <u>\$4,764,000</u> | <u>\$76,321,000</u> |

Short-term lines of credit have no termination dates but are reviewed annually for renewal. Commitment fees of approximately ¼% are paid on the overall unused long-term lines of credit which are available to the Company for periods of between five to seven years, at the prime rate or less.

These credit arrangements do not require that the Company maintain any compensating balances.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)

December 31, 1984

| F—LONG-TERM DEBT  | 1984          | 1983          |
|---|---------------|---------------|
| 11.91% note payable to a bank due 1990, payable in varying annual installments                                  | \$ 9,000,000  | \$ 10,000,000 |
| 11.875% note payable to an insurance company due April 1, 1990  | 20,000,000    | 20,000,000    |
| 9% note payable to an insurance company, due April 1, 1993, payable in annual installments of \$1,000,000       | 9,000,000     | 10,000,000    |
| 8.75% note payable to an insurance company, due February 1, 1996, payable in annual installments of \$2,000,000 | 24,000,000    | 26,000,000    |
| Prime rate or less, revolving loans to a maximum of \$155,000,000, due in 1989                                  | 65,321,000    | 35,551,000    |
| Prime rate or less, revolving loans to a maximum of \$15,000,000, due in 1991                                   | 11,000,000    | 10,000,000    |
| Industrial Revenue Bonds at rates from 6.5% to 8%, payable in varying maturities through 2004                   | 15,800,000    | 12,950,000    |
| Notes payable to affiliates at rates from 7.9% to 12%, payable through 1986                                     | 17,081,000    | 2,790,000     |
| Various long-term indebtedness at rates from 6% to 13% payable in varying maturities through 1994               | 5,713,000     | 6,609,000     |
|   | 176,915,000   | 133,900,000   |
| Less current maturities   | 5,946,000     | 5,540,000     |
|   | \$170,969,000 | \$128,360,000 |

Long-term debt includes the U.S. dollar equivalent (approximately \$3,406,000 and \$4,100,000 at December 31, 1984 and 1983) of loans repayable in foreign currencies.

The principal payments required on long-term debt at December 31, 1984, during the succeeding five years, are as follows:

|      |              |
|------|--------------|
| 1985 | \$ 5,946,000 |
| 1986 | 10,121,000   |
| 1987 | 9,419,000    |
| 1988 | 5,654,000    |
| 1989 | 85,038,000   |

Debt agreements require the maintenance of stated amounts of working capital and net worth. The Company was in compliance with these agreements at December 31, 1984. Approximately \$60,957,000 and \$58,077,000 of consolidated retained earnings were unrestricted under these agreements as to the payment of dividends at December 31, 1984 and 1983.

G—REDEEMABLE  
PREFERRED STOCK

Redeemable preferred stock is redeemable from and after December 31, 1986, at par plus a 5.5% premium and accumulated dividends. The premium declines each year thereafter by .25% and in any event the Company must redeem any remaining shares on July 1, 2012. The holders of the preferred shares do not have voting rights except in the event of dividend arrearages for four quarters in which case they may appoint two directors. A total of 468,750 common shares are reserved for conversion of the preferred shares and exercise of an option to purchase 93,750 common shares at \$21 per share.

H—COMMON STOCK

On June 21, 1983, the Company signed an agreement to acquire 1,563,750 shares of its common stock from Chemetron Corporation or its Assignee, Allegheny International Inc., for an estimated price of \$48,500,000. A \$3,128,000 down payment was made on July 1, 1983 which was charged to Capital Surplus. On December 28, 1984, the down payment was reimbursed with a profit based upon the cost of funds and the shares were acquired by an affiliated company.

On February 23, 1983, the Incentive Stock Option Plan (1983) was adopted. This Plan provides for the grant of options to purchase up to 250,000 shares of the Company's common stock to officers and other key employees of the Company and its subsidiaries upon terms and conditions determined by a committee of the Board of Directors which administers the Plan. The Plan expires in 1988 but may be extended by the Board of Directors through grant of options to purchase an additional 250,000 shares.

The Company has granted options under the Plan for the purchase of 105,472 shares at an average exercise price of \$22.68 per share.

## I—PENSIONS

The Company and its significant subsidiaries have pension plans for eligible employees, including eligible employees of a foreign subsidiary. It is the policy of the Company and its subsidiaries to fund actuarially determined pension costs as accrued and to amortize prior service costs over a period of 15 to 40 years. Total pension expense amounted to \$1,837,000, \$1,781,000 and \$1,775,000 in 1984, 1983 and 1982, and were determined by licensed actuaries on a going concern basis.

Accumulated plan benefit information, as determined by actuaries, and plan net assets for the Company's domestic plans are presented below:

| Domestic Plans—January 1  | 1984                | 1983                |
|---|---------------------|---------------------|
| Actuarial present value of accumulated benefits on a termination basis: |                     |                     |
| Vested  | \$21,632,000        | \$17,722,000        |
| Nonvested   | 2,104,000           | 1,786,000           |
|   | <u>\$23,736,000</u> | <u>\$19,508,000</u> |
| Net assets available for pension benefits                               | \$26,902,000        | \$24,191,000        |

The assumed rate of return used in determining the actuarial value of accumulated plan benefits approximates 7%. The Company's foreign pension plan is not required to report to domestic governmental agencies pursuant to ERISA. For that plan, the value of the plan assets exceeds the actuarially computed value of vested benefits.

## J—LEASES

The Company leases certain real property and equipment. Rental expense was \$15,394,000, \$13,866,000 and \$13,774,000 for 1984, 1983 and 1982.

The approximate future rental payments under noncancellable operating leases are as follows:

| 1985        | 1986        | 1987        | 1988        | 1989        | Thereafter  | Total        |
|-------------|-------------|-------------|-------------|-------------|-------------|--------------|
| \$9,346,000 | \$7,518,000 | \$5,447,000 | \$3,814,000 | \$2,543,000 | \$4,921,000 | \$33,589,000 |

## K—INCOME TAXES

The components of earnings before income taxes consist of the following:

|          | 1984                | 1983                | 1982                |
|----------|---------------------|---------------------|---------------------|
| Domestic | \$ 13,852,000       | \$12,594,000        | \$ 11,139,000       |
| Foreign  | 32,573,000          | 26,038,000          | 32,626,000          |
|          | <u>\$46,425,000</u> | <u>\$38,632,000</u> | <u>\$43,765,000</u> |

The provision for income taxes consists of:

|                   | 1984        | 1983        | 1982        |
|-------------------|-------------|-------------|-------------|
| Federal and State |             |             |             |
| Current           | \$3,470,000 | \$1,660,000 | \$1,909,000 |
| Deferred          | 1,606,000   | 2,106,000   | 3,505,000   |
| Foreign           |             |             |             |
| Current           | 7,611,000   | 12,056,000  | 2,808,000   |
| Deferred          | 6,434,000   | (1,092,000) | 8,031,000   |
| Total             |             |             |             |
| Current           | 11,081,000  | 13,716,000  | 4,717,000   |
| Deferred          | 8,040,000   | 1,014,000   | 11,536,000  |

The reasons for the difference between total tax expense and the amount computed by applying the statutory federal income tax rate to earnings before income taxes are as follows:

|                         | 1984  | 1983  | 1982  |
|-------------------------|-------|-------|-------|
| Statutory federal rate  | 46.0% | 46.0% | 46.0% |
| Investment tax credit   | (5.7) | (7.2) | (6.3) |
| Effective foreign rates | .6    | 2.2   | (2.8) |
| Other                   | .2    | (2.9) | .2    |
| Effective tax rate      | 41.1% | 38.1% | 37.1% |

Deferred income taxes resulted from timing differences in the recognition of revenue and expense for tax and financial reporting purposes as follows:

|   | 1984         | 1983        | 1982         |
|---|--------------|-------------|--------------|
| Accelerated depreciation for tax purposes   | \$10,579,000 | \$4,311,000 | \$10,533,000 |
| Capitalization of interest costs  | 413,000      | 57,000      | 839,000      |
| Vacation pay accrual  |              |             | 578,000      |
| Sale of assets  |              | (664,000)   | (825,000)    |
| Acquisition costs   |              | 423,000     | 834,000      |
| Investment tax credits  | (1,930,000)  | (2,530,000) | (675,000)    |
| Reversal of deferred tax on undistributed earnings of<br>Domestic International Sales Corporation | (375,000)    |             |              |
| Other   | (647,000)    | (583,000)   | 252,000      |
|   | \$8,040,000  | \$1,014,000 | \$11,536,000 |

#### L—EARNINGS PER SHARE

Earnings per share are computed by dividing net earnings, less preferred stock dividends, by the weighted average number of outstanding common shares (12,562,796, 12,562,796 and 12,289,114 in 1984, 1983 and 1982). The preferred stock is not deemed to be a common share equivalent. Fully diluted earnings per share are not shown, as the effect of conversion of the preferred stock would be anti-dilutive.

#### M—SEGMENTS OF BUSINESS AND FOREIGN OPERATIONS

Summaries of operations and assets by geographic location and by operating group are contained on pages 14 and 15. Business segment information for 1984, 1983 and 1982 included therein is an integral part of the financial statements.

Certain selling, distribution, general and administrative expenses are not directly traceable to operating groups and, accordingly, have been allocated by a method which best expresses management's estimate of the relative operating results of the respective groups. Such method resulted in expense allocation in 1984, 1983 and 1982 of \$17,800,000, \$16,500,000 and

\$15,900,000 to industrial gases and \$8,700,000, \$8,700,000 and \$9,000,000 to welding products. Included in these expenses are \$2,000,000, \$1,600,000 and \$1,500,000 of general corporate expenses, which in view of their immateriality, have been deducted in computing operating profit.

Net earnings of the foreign subsidiaries included in consolidated net earnings amounted to \$18,528,000, \$15,074,000 and \$21,787,000 for 1984, 1983 and 1982. The consolidated balance sheet includes total assets of the foreign subsidiaries of \$215,600,000 and \$192,200,000 and net assets of \$125,000,000 and \$101,200,000 for 1984 and 1983, respectively.

Included in other income are losses on foreign currency translations of \$2,451,000, \$1,668,000 and \$1,150,000 in 1984, 1983 and 1982.

N—SUPPLEMENTAL  
INFORMATION  
ON THE EFFECTS OF  
CHANGING PRICES  
(UNAUDITED)

Current reporting requirements under generally accepted accounting principles have been extended to require that the Company provide historical financial information converted to current cost. This required information is provided in the two tables set below. The Company believes this information was prepared on a reasonable basis; however, judgmental decisions were required. Accordingly, the Company cannot represent that this additional information accurately reflects the effects of inflation.

Generally accepted accounting principles require a restatement of the reported costs of inventory and property, plant and equipment, as well as the related costs of products sold and depreciation expense. It was assumed that all revenues and all expenses other than costs of products sold and depreciation expense were earned or incurred ratably throughout the year in such a way that these amounts are already stated in average 1984 dollars. As prescribed by generally accepted accounting principles, no adjustments have been made to income tax expense.

In accordance with FASB Statement No. 70, "Financial Reporting and Changing Prices: Foreign Currency Translation," the Company has incorporated the translation requirements of FASB Statement No. 52 "Foreign Currency Translation" in reporting the effects of changing prices for years ending after December 31, 1980. Adjustments to the current cost information to reflect the effects of general inflation on operations with a foreign functional currency were determined utilizing a general price level index appropriate to that functional currency and then translated into U.S. dollars.

For current cost, generally accepted accounting principles require that the Company develop its best estimate to restate the necessary items. The Company used a combination of published governmental and business indices, internally generated indices and representative costs of construction of plant and equipment.

Certain air separation plants have been built to largely supply specific customers on the basis of long-term contracts which require contractual payments to be made to the Company. These plants have been included at historical costs in the current cost information. The costs of these plants have not been adjusted because of the direct relationship between historical costs and contractual revenues. These assets are treated as monetary assets and thus affect the unrealized gain on net monetary liabilities. The net book value of these plants was \$50,859,000 at December 31, 1984.

Depreciation expense recomputed under the current cost method exceeds comparable amounts computed on a historical cost basis as a result of the continuing impact of inflation; however, because the Company uses the LIFO method for welding products inventory valuation, the impact on costs of products sold is not material. The purchasing power gain from holding net monetary liabilities during the year is largely due to the amount of long-term debt used to finance property, plant and equipment.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)

December 31, 1984

| STATEMENTS OF EARNINGS<br>ADJUSTED FOR<br>CHANGING PRICES  | (In millions of dollars) | As Reported |       | Current Costs |       |
|--|--------------------------|-------------|-------|---------------|-------|
|  |                          |             |       |               |       |
| Sales  |                          | \$          | 501.7 | \$            | 501.7 |
| Costs of products sold   |                          |             | 244.0 |               | 244.0 |
| Operating expenses   |                          |             | 164.4 |               | 164.4 |
| Depreciation and amortization  |                          |             | 39.3  |               | 52.9  |
| Other income   |                          |             | (1.4) |               | (1.4) |
| Interest expense—net   |                          |             | 9.0   |               | 9.0   |
| Earnings before income taxes   |                          |             | 46.4  |               | 32.8  |
| Income taxes   |                          |             | 19.1  |               | 19.1  |
| Net earnings   |                          | \$          | 27.3  | \$            | 13.7  |
| Purchasing power gain from holding<br>net monetary liabilities during the year                   |                          |             |       | \$            | 3.9   |
| Increase in current costs of inventory and property, plant and<br>equipment held during the year |                          |             |       | \$            | 5.3   |
| Effect of increase in general price level  |                          |             |       |               | 19.0  |
| Excess of increase in the general price level<br>over increase in current costs                  |                          |             |       | \$            | 13.7  |

FIVE-YEAR COMPARISON OF  
SELECTED SUPPLEMENTARY  
FINANCIAL DATA ADJUSTED  
FOR CHANGING PRICES\*

| (In millions of dollars, except per share data<br>and Consumer Price Index)   | 1984    | 1983    | 1982    | 1981    | 1980     |
|---|---------|---------|---------|---------|----------|
| Sales   |         |         |         |         |          |
| As reported   | \$501.7 | \$459.4 | \$449.0 | \$428.0 | \$408.2  |
| In average 1984 dollars   | 501.7   | 479.0   | 483.1   | 488.6   | 514.7    |
| Operating Profit**  |         |         |         |         |          |
| As reported   | \$ 54.0 | \$ 47.4 | \$ 48.9 | \$ 51.2 | \$ 51.3  |
| Current cost  | 40.4    | 35.6    | 37.7    | 42.0    | 48.0     |
| Net Earnings  |         |         |         |         |          |
| As reported   | \$ 27.3 | \$ 23.9 | \$ 27.5 | \$ 31.5 | \$ 29.4  |
| Current cost  | 13.7    | 11.1    | 14.7    | 19.5    | 20.5     |
| Earnings Per Common Share   |         |         |         |         |          |
| As reported   | \$ 2.07 | \$ 1.80 | \$ 2.13 | \$ 2.86 | \$ 2.76  |
| Current cost  | .99     | .77     | 1.08    | 1.71    | 1.85     |
| Excess of increase in general price level over increase<br>in current costs and excess of increase in current<br>costs over increase in the general price level in 1980 | \$ 13.7 | \$ 8.1  | \$ 2.2  | \$ 2.4  | \$ (2.4) |
| Translation Adjustment  | \$ 9.9  | \$ .7   | \$ 1.5  | \$ 2.8  |          |
| Net Assets at Year End  |         |         |         |         |          |
| As reported   | \$281.6 | \$279.8 | \$281.9 | \$259.0 | \$222.3  |
| Current cost  | 420.6   | 431.1   | 447.9   | 443.7   | 439.3    |
| Purchasing power gain from holding net monetary<br>liabilities during the year  | \$ 3.9  | \$ 3.1  | \$ 1.2  | \$ 3.8  | \$ 10.8  |
| Cash Dividends Declared Per Common Share  |         |         |         |         |          |
| As reported   | \$ 1.60 | \$ 1.60 | \$ 1.60 | \$ 1.55 | \$ 1.40  |
| In average 1984 dollars   | 1.60    | 1.67    | 1.72    | 1.77    | 1.77     |
| Market Price Per Common Share At Year End   |         |         |         |         |          |
| As reported   | \$20.75 | \$22.00 | \$18.75 | \$17.50 | \$29.75  |
| In average 1984 dollars   | 20.46   | 22.55   | 19.94   | 19.34   | 35.80    |
| Average Consumer Price Index  | 311.1   | 298.4   | 289.1   | 272.4   | 246.8    |

\*Current cost amounts are stated in average 1984 dollars.

\*\*Operating Profit is before interest expense, other income and income taxes.



QUARTERLY DATA (Millions of dollars except per share amounts and stock price range)

| Years ended December 31 | FIRST QUARTER |         | SECOND QUARTER |         | THIRD QUARTER |         | FOURTH QUARTER |         | TOTAL   |         |
|-------------------------|---------------|---------|----------------|---------|---------------|---------|----------------|---------|---------|---------|
|                         | 1984          | 1983    | 1984           | 1983    | 1984          | 1983    | 1984           | 1983    | 1984    | 1983    |
| Sales                   | \$120.1       | \$111.3 | \$126.5        | \$116.7 | \$128.7       | \$117.6 | \$126.4        | \$113.8 | \$501.7 | \$459.4 |
| Industrial gases        | 100.9         | 94.6    | 106.6          | 97.6    | 110.3         | 101.0   | 108.3          | 96.5    | 426.1   | 389.7   |
| Welding products        | 11.0          | 10.4    | 11.9           | 10.8    | 11.1          | 10.0    | 11.2           | 9.8     | 45.2    | 41.0    |
| U.S.D. Corp*            | 8.2           | 6.3     | 8.0            | 8.3     | 7.3           | 6.6     | 6.9            | 7.5     | 30.4    | 28.7    |
| Operating Profit        | \$ 13.1       | \$ 11.4 | \$ 15.6        | \$ 13.9 | \$ 13.3       | \$ 11.6 | \$ 12.0        | \$ 10.5 | \$ 54.0 | \$ 47.4 |
| Industrial gases        | 12.8          | 12.4    | 13.8           | 14.1    | 13.0          | 12.9    | 12.4           | 9.9     | 52.0    | 49.3    |
| Welding products        | (.4)          | (.8)    | .3             | (.6)    | (.1)          | (.6)    | (.2)           | .2      | (.4)    | (1.8)   |
| U.S.D. Corp*            | .7            | (.2)    | 1.5            | .4      | .4            | (.7)    | (.2)           | .4      | 2.4     | (.1)    |
| Net Earnings            | \$ 6.8        | \$ 6.0  | \$ 7.4         | \$ 6.6  | \$ 6.2        | \$ 5.4  | \$ 6.9         | \$ 5.9  | \$ 27.3 | \$ 23.9 |
| Per Share Information   |               |         |                |         |               |         |                |         |         |         |
| Earnings                | \$ .51        | \$ .46  | \$ .56         | \$ .50  | \$ .47        | \$ .40  | \$ .53         | \$ .44  | \$ 2.07 | \$ 1.80 |
| Dividends paid          | \$ .40        | \$ .40  | \$ .40         | \$ .40  | \$ .40        | \$ .40  | \$ .40         | \$ .40  | \$ 1.60 | \$ 1.60 |
| Common Stock Price      |               |         |                |         |               |         |                |         |         |         |
| High bid                | 22½           | 23      | 23             | 25      | 22¼           | 26¼     | 20¾            | 24½     |         |         |
| Low bid                 | 19            | 18½     | 19¼            | 21½     | 18¾           | 22½     | 18½            | 21¾     |         |         |

\*Underwater diving and life support equipment.

REPORT OF ERNST & WHINNEY, INDEPENDENT ACCOUNTANTS

SHAREHOLDERS AND  
BOARD OF DIRECTORS  
LIQUID AIR CORPORATION  
SAN FRANCISCO, CALIFORNIA

We have examined the consolidated balance sheet of Liquid Air Corporation and subsidiaries as of December 31, 1984 and 1983, and the related consolidated statements of earnings, common stock and other shareholders' equity and changes in funds for each of the three years in the period ended December 31, 1984. Our examinations were made in accordance with generally accepted auditing standards and, accordingly, included such tests of the accounting records and such other auditing procedures as we considered necessary in the circumstances.

In our opinion, the financial statements referred to above present fairly the consolidated financial position of Liquid Air Corporation and subsidiaries at December 31, 1984 and 1983, and the consolidated results of their operations and changes in their financial position for each of the three years in the period ended December 31, 1984, in conformity with generally accepted accounting principles applied on a consistent basis.

*Ernst & Whinney*

San Francisco, California  
March 1, 1985

**DIRECTORS**

Jean Henri Delorme\*  
Chairman of the Company  
and Chairman and Chief  
Executive Officer,  
L'Air Liquide S.A.

Edouard de Royère\*†  
Deputy Chairman and  
Chief Operating Officer,  
L'Air Liquide S.A.

Peter F. Baumberger  
Vice Chairman and  
President  
Executive Committee,  
Carba Holding Ltd.

Mike V. Breber\*  
President and Chief  
Executive Officer of  
the Company and  
Vice President,  
L'Air Liquide S.A.

Emilio A. Dominianni†  
Partner, Coudert Brothers,  
Attorneys at Law

Raymond S. Fries  
Consultant

Donald R. Gant†‡  
Partner, Goldman,  
Sachs & Co.,  
Investment Bankers

Wilburn Ray Hines  
President, SCOBOCO, Inc.

Alain Joly†  
Vice President,  
L'Air Liquide S.A.

Jacques G. Maisonrouge‡  
Vice Chairman of the  
Company

Jean P. Pineau  
Vice Chairman,  
L'Air Liquide S.A.

Pierre A. Salbaing\*†  
Vice Chairman  
of the Company and  
Vice Chairman,  
L'Air Liquide S.A.

Clayton A. Sweeney†  
Vice Chairman and  
Chief Administrative  
Officer, Allegheny  
International, Inc.

Colin W. Webster  
Chairman of the Board,  
St. Lawrence  
Warehousing Ltd.

\*Executive Committee  
† Audit Committee  
‡ Compensation Committee

**OFFICERS**

Jean Henri Delorme  
Chairman of the Board

Pierre A. Salbaing  
Vice Chairman

Jacques G. Maisonrouge  
Vice Chairman

Mike V. Breber  
President and  
Chief Executive Officer

Thomas E. Slattery  
Executive Vice President  
and Chief Operating  
Officer

Richard A. Johnson  
Executive Vice President

Thaddeus Pylko  
Vice President

Claude Salama  
Vice President

Ward J. Sheridan  
Vice President

John N. Baird  
Secretary

Emilio A. Dominianni  
Assistant Secretary

## CORPORATE OFFICES

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 □ Industrial Gases Division  
 □□ Alphagaz Division  
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 Telephone 714 540 8010

Oxigenio do Brasil S.A.  
 Praca Nami Jafet, 44  
 Sao Paulo, Brazil  
 Telephone 55 11 274 2033

## TRANSFER AGENTS

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 Company of New York  
 30 West Broadway  
 New York, New York 10015

First Jersey National Bank  
 One Exchange Place  
 Jersey City,  
 New Jersey 07303

## REGISTRAR

Morgan Guaranty Trust  
 Company of New York  
 30 West Broadway  
 New York, New York 10015

## STOCK LISTING

The Corporation's stock is traded in the over-the-counter market and is quoted by the National Association of Securities Dealers automated quotation system (NASDAQ).

## STOCK SYMBOL

LANA

## INDEPENDENT ACCOUNTANTS

Ernst & Whinney  
 555 California Street,  
 Suite 3000  
 San Francisco,  
 California 94104

## LEGAL COUNSEL

Coudert Brothers  
 200 Park Avenue  
 New York, New York 10166

## ANNUAL REPORT TO THE SECURITIES AND EXCHANGE COMMISSION ON FORM 10-K AVAILABLE

The Corporation's annual report to the Securities and Exchange Commission on form 10-K contains financial information and financial statements found in this report as well as additional information. The report to the SEC will be furnished without charge to shareholders upon written request to:  
 Secretary  
 Liquid Air Corporation  
 One Embarcadero Center  
 San Francisco,  
 California 94111

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Photographs on pages 7 and 8 are provided courtesy of the Bettman Archives



Liquid Air Corporation  
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San Francisco,  
California 94111