[X] QUARTERLY REPORT PURSUANT TO SECTION 13 OR $15(\mathrm{~d})$
OF THE SECURITIES EXCHANGE ACT OF 1934
For the quarterly period ended March 31, 1998
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OR
[ ] TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the transition period from $\qquad$ to $\qquad$
Commission file number 1-8974

AlliedSignal Inc.
(Exact name of registrant as specified in its charter)

(973) 455-2000
-------------------------------------------------------------
(Registrant's telephone number, including area code)

## NOT APPLICABLE

(Former name, former address and former fiscal year, if changed since last report)

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or $15(\mathrm{~d})$ of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days.

YES X NO
---
Indicate the number of shares outstanding of each of the issuer's classes of common stock, as of the latest practicable date.

Item 1. Condensed Financial Statements:
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AlliedSignal Inc.
Consolidated Balance Sheet (Unaudited)

| $\begin{gathered} \text { March } 31, \\ 1998 \end{gathered}$ | $\begin{gathered} \text { December } 31, \\ 1997 \end{gathered}$ |
| :---: | :---: |
| (Dollar | n millions) |

## ASSETS

Current Assets:

| Cash and cash equivalents | \$ | 483 | \$ | 611 |
| :---: | :---: | :---: | :---: | :---: |
| Short-term investments |  | 54 |  | 430 |
| Accounts and notes receivable |  | 1,942 |  | 1,886 |
| Inventories |  | 2,330 |  | 2,093 |
| Other current assets |  | 560 |  | 553 |
| Total current assets |  | 5,369 |  | 5,573 |
| nvestments and long-term receivables |  | 478 |  | 480 |
| Property, plant and equipment |  | 9,173 |  | 9,189 |
| ccumulated depreciation and amortization |  | 4,965) |  | $(4,938)$ |
| Cost in excess of net assets of acquired companies - net |  | 2,580 |  | 2,426 |
| ther assets |  | 973 |  | 977 |

Total assets
\$13,608
\$13,707

LIABILITIES
Current Liabilities:


Notes to Financial Statements are an integral part of this statement.

## AlliedSignal Inc.

Consolidated Statement of Income
(Unaudited)


Notes to Financial Statements are an integral part of this statement.

AlliedSignal Inc.
Consolidated Statement of Cash Flows
(Unaudited)


Notes to Financial Statements are an integral part of this statement.

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    AlliedSignal Inc.
    Notes to Financial Statements
                        (Unaudited)
        (In millions except per share amounts)
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Note 1. In the opinion of management, the accompanying unaudited consolidated financial statements reflect all adjustments, consisting only of normal adjustments, necessary to present fairly the financial position of AlliedSignal Inc. and its consolidated subsidiaries at March 31, 1998 and the results of operations and cash flows for the three months ended March 31, 1998 and 1997. The results of operations for the three-month period ended March 31, 1998 should not necessarily be taken as indicative of the results of operations that may be expected for the entire year 1998.

The financial information as of March 31, 1998 should be read in conjunction with the financial statements contained in the Company's Form 10-K Annual Report for 1997.

Note 2. Accounts and notes receivable consist of the following:

|  | $\begin{gathered} \text { March 31, } \\ 1998 \end{gathered}$ | $\begin{gathered} \text { December } 31, \\ 1997 \end{gathered}$ |
| :---: | :---: | :---: |
| Trade | \$1,548 | \$1,466 |
| Other | 425 | 457 |
|  | 1,973 | 1,923 |
| Less-Allowance for doubtful accounts and refunds | (31) | (37) |
|  | \$1,942 | \$1,886 |

Note 3. Inventories consist of the following:

|  | $\begin{gathered} \text { March 31, } \\ 1998 \end{gathered}$ | $\begin{gathered} \text { December 31, } \\ 1997(\mathrm{a}) \end{gathered}$ |
| :---: | :---: | :---: |
| Raw materials | \$ 628 | \$ 605 |
| Work in process | 753 | 722 |
| Finished products | 1,085 | 905 |
| Supplies and containers | 89 | 89 |
| Less - Progress payments <br> Reduction to LIFO cost basis | $\begin{array}{r} 2,555 \\ (88) \\ (137) \end{array}$ | $\begin{array}{r} 2,321 \\ (88) \\ (140) \end{array}$ |
|  | \$2,330 | \$2,093 |

(a) Reclassified for comparative purposes.

Note 4. Effective January 1, 1998, the Company adopted Statement of Financial Accounting Standards No. 130 - "Reporting Comprehensive Income" (SFAS No. 130), which establishes standards for reporting and display of changes in equity from nonowner sources in the financial statements. Total nonowner changes in shareowners' equity for the three months ended March 31, 1998 and 1997 are $\$ 258$ and $\$ 173$ million, respectively, which principally represent net income and foreign currency translation adjustments.

Note 5. The details of the earnings per share calculations for the three-month periods ending March 31, 1998 and 1997 follow:

|  | Income | Shares | Per Share Amount |
| :---: | :---: | :---: | :---: |
| 1998 |  |  |  |
| Earnings per share of common stock - basic | \$300 | 564.3 | \$. 53 |
| Dilutive securities: <br> Stock options <br> Restricted stock units |  | $\begin{array}{r} 13.4 \\ .7 \end{array}$ |  |
| Earnings per share of common stock - assuming dilution | \$300 | 578.4 | \$. 52 |
| 1997 |  |  |  |
| Earnings per share of common stock - basic | \$259 | 567.0 | \$. 46 |
| Dilutive securities: <br> Stock options <br> Restricted stock units |  | $\begin{array}{r} 14.3 \\ 1.1 \end{array}$ |  |
| Earnings per share of common stock - assuming dilution | \$259 | 582.4 | \$. 45 |

Outstanding stock options to purchase 1.2 million shares of common stock as of March 31, 1998 were not included in the computation of diluted earnings per share because the options' exercise prices were greater than the average market price of the common shares during the period.

Note 6. During the first quarter of 1998, the Company issued $\$ 200$ million of $6.20 \%$ notes due February 1, 2008, and $\$ 200$ million of $5-3 / 4 \%$ dealer remarketable securities due March 15, 2011.

Note 7. During the first quarter of 1998, the Company issued 10.7 million shares of its common stock, valued at approximately $\$ 400$ million, for acquisitions.

To the Board of Directors
of Alliedsignal Inc.

We have reviewed the accompanying consolidated balance sheet of AlliedSignal Inc. and its subsidiaries as of March 31, 1998, and the consolidated statements of income and of cash flows for the threemonth periods ended March 31, 1998 and 1997. This financial information is the responsibility of the Company's management.

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

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

We have previously audited, in accordance with generally accepted auditing standards, the consolidated balance sheet as of December 31, 1997, and the related consolidated statements of income, of retained earnings, and of cash flows for the year then ended (not presented herein); and in our report dated January 28,1998 we expressed an unqualified opinion on those consolidated financial statements. In our opinion, the information set forth in the accompanying consolidated balance sheet information as of December 31, 1997, is fairly stated, in all material respects, in relation to the consolidated balance sheet from which it has been derived.

Price Waterhouse LLP
4 Headquarters Plaza North
Morristown, NJ 07962
April 22, 1998

# Item 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS 

Results of Operations

First Quarter 1998 Compared with First Quarter 1997

Net sales in the first quarter of 1998 were $\$ 3.6$ billion, an increase of $\$ 319$ million, or $10 \%$, compared with the first quarter of 1997. Of this increase, $\$ 371$ million was due to higher sales volume and $\$ 270$ million from recent acquisitions, offset in part by a $\$ 232$ million reduction for disposed businesses, mainly the Automotive safety restraints business. Selling prices were lower by $\$ 52$ million, mainly for the Engineered Materials and Aerospace segments. The impact of foreign exchange on the Automotive and Engineered Materials segments also reduced sales by $\$ 38$ million.

Aerospace sales of $\$ 1,715$ million in the first quarter of 1998 increased by $\$ 317$ million, or $23 \%$, compared with the first quarter of 1997. Sales increased for all Aerospace businesses reflecting continued strength for both original equipment and aftermarket products as well as for repair and overhaul services. Aerospace Equipment Systems had substantially higher sales reflecting strength across all product lines, particularly engine controls and environmental control systems, as well as the acquisition of Grimes Aerospace (Grimes) in July 1997. Electronic \& Avionics Systems also had substantially higher sales reflecting strong demand for the Company's enhanced ground proximity warning system (EGPWS) and other flight safety and cockpit communications products. The Federal Aviation Administration (FAA) announced recently that it would require passenger aircraft to be equipped with EGPWS by the end of 2003. Engines also had significantly higher sales due to strong shipments of auxiliary power units to the commercial air transport and regional aircraft markets and propulsion engine demand in the business jet market. The acquisition of certain operations of Banner Aerospace (Banner) in January 1998 also contributed to Aerospace's higher sales.

Engineered Materials sales of $\$ 1,125$ million in the first quarter of 1998 were $\$ 124$ million, or $12 \%$, higher compared with the same quarter of 1997. Sales of Polymers were moderately higher due mainly to growth in engineering plastics and specialty films. Higher sales in engineering plastics were driven by strong demand in the lawn care and automotive product lines. Specialty films sales growth was mainly attributable to significant demand for the Company's blister packaging product used in the pharmaceutical market. Sales of Specialty Chemicals were substantially higher primarily reflecting the acquisition of Astor Holdings, Inc. (Astor) in October 1997. Sales of Electronic Materials were also moderately higher mainly due to volume gains in multilayer laminates and amorphous metals.

Automotive sales of $\$ 805$ million in the first quarter of 1998 were $\$ 122$ million, or $13 \%$, lower compared with the first quarter of 1997. The decrease primarily reflects the disposition of the safety restraints business. Excluding the disposed safety restraints business, sales were 13\% higher. Turbocharging Systems sales were substantially higher reflecting strong demand in the North American truck market and the European turbodiesel-powered passenger car market in part reflecting the popularity of the Company's variable nozzle turbocharger introduced last year. Truck Brake Systems sales in North America were also
substantially higher driven by higher anti-lock brake installation rates to comply with government mandates and increased truck builds. The Automotive Products Group had a moderate sales gain reflecting the acquisitions of the Prestone Products Corporation in June 1997 and the Holt Lloyd Group Ltd. in November 1997 which offset lower sales of friction materials and spark plugs.

Cost of goods sold as a percent of net sales decreased from $78.3 \%$ in the first quarter of 1997 to $77.1 \%$ in the first quarter of 1998 reflecting results of the Company's continuing Six Sigma programs to improve productivity and lower manufacturing and materials costs.

Selling, general and administrative expenses as a percent of net sales decreased slightly, from $11.0 \%$ in the first quarter of 1997 to $10.9 \%$ in the first quarter of 1998 . Selling, general and administrative expenses increased $\$ 33$ million, or $9 \%$, reflecting in part the impact of acquisitions.

Income from operations of $\$ 439$ million in the first quarter of 1998 increased by $\$ 82$ million, or $23 \%$, compared with the first quarter of 1997. On a segment basis, Aerospace income from operations increased by 49\% and Engineered Materials income from operations increased by $33 \%$. Income from operations for the Automotive segment decreased 43\%. Excluding the divested safety restraints business, Automotive income from operations decreased $18 \%$. The Company's operating margin for the first quarter of 1998 was $12.0 \%$, compared with $10.7 \%$ for the same period last year. See the discussion of net income below for information by segment.

Productivity (the constant dollar basis relationship of sales to costs) improved by 5.9\% compared with the first quarter of 1997 primarily reflecting ongoing Six Sigma initiatives to lower materials and manufacturing costs.

Equity in income of affiliated companies of $\$ 34$ million in the first quarter of 1998 decreased by $\$ 7$ million, or $17 \%$, compared with the same quarter in 1997, primarily due to lower earnings from the UOP process technology joint venture (UOP) and the absence of earnings from investments divested in connection with the sale of the safety restraints business.

Other income (expense), a \$1 million loss in the first quarter of 1998, decreased by $\$ 35$ million, compared with the same quarter in 1997, reflecting the absence of foreign exchange gains and lower interest income primarily due to a lower cash position because of spending for acquisitions.

Interest and other financial charges of $\$ 34$ million in the first quarter of 1998 decreased by $\$ 8$ million, or $19 \%$, compared with the first quarter in 1997. This decrease results from lower tax interest expense due to an acceleration of worldwide tax audits resulting in developments favorable to the Company's position, offset in part by higher debt-related interest expense reflecting increased levels of debt.

The effective tax rate in the first quarter of 1998 decreased to $31.5 \%$, compared with $33.6 \%$ in the first quarter of 1997 , primarily due to an increase in energy tax credits, tax benefits on exports and other tax planning strategies.

Net income of $\$ 300$ million, or $\$ 0.52$ per share, in the first quarter of 1998 was $16 \%$ higher than last year's first quarter net income of $\$ 259$ million, or
$\$ 0.45$ per share. All earnings per share data in Management's Discussion and Analysis reflect diluted earnings per share.

Aerospace net income of $\$ 149$ million in the first quarter of 1998 improved by $\$ 50$ million, or $51 \%$, compared with the same quarter in 1997. Strong unit volume increases, particularly in higher margin aftermarket parts, as well as productivity improvements resulted in substantially higher earnings for Electronic \& Avionics Systems and Aerospace Equipment Systems. The acquisition of Grimes also contributed to higher net income for Aerospace Equipment Systems. Electronic \& Avionics Systems also benefited from the resolution of manufacturing difficulties which adversely affected 1997 results. Engines net income declined slightly compared with the prior year's first quarter because of higher investment in new product development, including a new propulsion engine for business jet aircraft.

Engineered Materials net income of $\$ 127$ million in the first quarter of 1998 increased by $\$ 19$ million, or $18 \%$, compared with the first quarter of 1997. Polymers net income improved due to a decline in nylon and polyester raw material costs, volume growth and Six Sigma capacity utilization initiatives. Specialty Chemicals income increased due in part to the acquisition of Astor and a slight improvement in raw material costs. Lower selling prices for fluorine products and a decrease in UOP net income were partial offsets. Weakness in Asian semiconductor markets and a less favorable price/cost spread for laminate systems contributed to lower earnings for Electronic Materials.

Automotive net income of $\$ 21$ million in the first quarter of 1998 was $\$ 31$ million, or $60 \%$, lower than in the first quarter of 1997. The decrease primarily reflects the absence of net income from the disposed safety restraints business and a decline in operating performance of the Automotive Products Group. Truck Brake Systems net income was even with last year reflecting the cost of consolidating plants to improve productivity. Turbocharging Systems net income improved moderately over the prior year driven by sales gains.

## Financial Condition

March 31, 1998 Compared with December 31, 1997


On March 31, 1998, the Company had $\$ 537$ million in cash and cash equivalents and short-term investments compared with \$1,041 million at year-end 1997. The decrease mainly reflects funds deployed for debt reduction, acquisitions and common stock repurchases.

The Company's long-term debt on March 31, 1998 was $\$ 1,592$ million, an increase of $\$ 377$ million compared with year-end 1997. During the first quarter of 1998 the Company issued $\$ 408$ million of new long-term debt. Total debt of $\$ 2,049$ million on March 31, 1998 was $\$ 258$ million lower than at December 31, 1997. The Company's total debt as a percent of capital at March 31, 1998 was 27.9\%, compared with $31.7 \%$ at year-end 1997.

During the first three months of 1998 , the Company spent $\$ 124$ million for capital expenditures, compared with $\$ 146$ million in the corresponding period in 1997. Spending for the 1998 three month period was as follows: aerospace-\$39 million, engineered materials\$58 million, automotive-\$24 million and corporate-\$3 million.

During the first three months of 1998 , the Company repurchased 7.0 million shares of common stock for $\$ 284$ million. Common stock is generally repurchased to meet the expected requirements for shares issued under employee benefit plans, acquisitions and a shareowner dividend reinvestment plan. At March 31, 1998, the Company was authorized to repurchase 73.4 million shares of common stock.

In January 1998, the Company acquired the Hardware Group and PacAero unit of Banner, distributors of aircraft hardware, for common stock valued at approximately $\$ 350$ million. The acquired operations have annual sales of about $\$ 250$ million, principally to commercial air transport and general aviation customers. Also, in the first quarter of 1998, the Company completed the sale of its underwater detection systems business to L-3 Communications Corporation for approximately $\$ 70$ million in cash. The ocean systems unit had annual revenues of about $\$ 70$ million.

The Company continuously assesses the relative strength of its portfolio of businesses as to strategic fit, market position and profit contribution in order to upgrade its combined portfolio and identify operating units that will most benefit from increased investment. The Company considers acquisition candidates that will further its strategic plan and strengthen its existing core businesses. The Company also identifies operating units that do not fit into its long-term strategic plan based on their market position, relative profitability or growth potential. These operating units are considered for potential divestiture, restructuring or other repositioning action. During the first quarter 1998, the Company sold certain non-strategic businesses and other assets.

The Company has recognized the need to ensure that its computer operations and operating systems will not be adversely affected by the upcoming calendar year 2000 and is cognizant of the time sensitive nature of the problem. The Company has assessed how it may be impacted by Year 2000 and has formulated and commenced implementation of a comprehensive plan to address known issues as they relate to its information systems. The plan, as it relates to information systems, involves a combination of software modification, upgrades and replacement. The Company estimates that the cost of Year 2000 compliance for its information systems will not have a material adverse effect on the future consolidated results of operations of the Company. The Company's target date for the remediation of its critical information systems is December 31, 1998.

The Company is not yet able to estimate the cost for Year 2000 compliance with respect to production and facilities equipment, products, customers and suppliers; however, based on a preliminary review, management does not expect that such costs will have a material adverse effect on the future consolidated results of operations of the Company. The Company expects that the assessment and development of remediation plans with respect to production and facilities equipment, products, customers and suppliers will be substantially complete by the end of the third quarter of 1998.

The "Independent Accountants' Report" included herein is not a "report" or "part of a Registration Statement" prepared or certified by an independent accountant within the meanings of section 7 and 11 of the Securities Act of 1933, and the accountants' Section 11 liability does not extend to such report.

Item 3. Quantitative and Qualitative Disclosures about Market Risk

See the Company's most recent annual report filed on Form 10-K (Item 7A). There has been no material change in this information.

PART II. OTHER INFORMATION

## Item 2. Changes in Securities

On January 13, 1998, in reliance on Section 4(2) under the Securities Act of 1933, as amended, the Company issued 9,609,319 shares of its common stock to certain subsidiaries of Banner Aerospace, Inc., a Delaware corporation, in connection with the acquisition by the Company of certain assets of such subsidiaries.

On March 31, 1998, in reliance on Rule 506 of Regulation D promulgated under the Securities Act of 1933, as amended, the Company issued $1,049,764$ shares of its common stock to the shareholders of Tensor, Inc., a Texas corporation (Tensor), in connection with the acquisition by the Company of substantially all of the assets of Tensor.

Item 4. Submission of Matters to a Vote of Security Holders
At the Annual Meeting of Shareowners of the Company held on April 27, 1998, the following matters set forth in the Company's Proxy Statement dated March 10, 1998, which was filed with the Securities and Exchange Commission pursuant to Regulation 14A under the Securities Exchange Act of 1934, were voted upon with the results indicated below.
(1) The nominees listed below were elected directors for a three-year term ending in 2001 with the respective votes set forth opposite their names:

|  | FOR | WITHHELD |
| :--- | :---: | :---: |
| Daniel P. Burnham | $486,043,142$ | $10,970,389$ |
| Russell E. Palmer | $487,350,706$ | $9,662,825$ |
| Ivan G. Seidenberg | $487,457,372$ | $9,556,159$ |
| Andrew C. Sigler | $487,276,836$ | $9,736,695$ |
| Thomas P. Stafford | $486,302,222$ | $10,711,309$ |

(2) A proposal seeking approval of the appointment of Price Waterhouse LLP as independent accountants for 1998 was approved, with $490,671,740$ votes cast FOR, 3,664,648 votes cast AGAINST and 2,677,143 abstentions;
(3) A shareowner proposal regarding executive severance pay was not approved, with $92,253,736$ votes cast FOR, 348,349,774 votes cast AGAINST, 8,828,094 abstentions and 47,581,927 broker non-votes;
(4) A shareowner proposal regarding shareowner voting provisions was approved, with $257,666,128$ votes cast FOR, 183,385,083 votes cast AGAINST, 8,380,393 abstentions and 47,581,927 broker non-votes;
(5) A shareowner proposal regarding the annual election of directors was not approved, with $218,810,234$ votes cast FOR, 222,547,862 votes cast AGAINST, 8,073,508 abstentions and 47,581,927 broker non-votes.

Item 6. Exhibits and Reports on Form 8-K
(a) Exhibits. The following exhibits are filed with this Form 10-Q:

15 Independent Accountants' Acknowledgment Letter as to the incorporation of their report relating to unaudited interim financial statements

27 Financial Data Schedule
(b) Reports on Form 8-K.

During the three months ended March 31, 1998:

1) Reports on Form 8-K were filed on January 15, February 23
and March 18, in each case reporting, under Item 9,
unregistered sales of the Company's Common Stock
in reliance on Regulation $S$ under the Securities Act.
2) A report on Form 8-K was filed February 2,
reporting the Company's financial results for the
three-months and twelve months ended December 31, 1997.
3) Reports on Form 8-K were filed February 5 and February 18, disclosing two public offerings of debt securities of the Company.

## SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

AlliedSignal Inc.

By: /s/ Richard F.Wallman

Richard F. Wallman
Senior Vice President and Chief
Financial Officer
(on behalf of the Registrant
and as the Registrant's
Principal Accounting Officer)

## EXHIBIT INDEX

| Exhibit Number | Description |
| :---: | :--- |
| 2 | Omitted (Inapplicable) |
| 3 | Omitted (Inapplicable) |
| 4 | Omitted (Inapplicable) |
| 10 | Omitted (Inapplicable) |
| 11 | Omitted (Inapplicable) |
| 15 | Independent Accountants' <br> Acknowledgment Letter as to <br> the incorporation of their <br> report relating to unaudited <br> interim financial statements |
| 18 | Omitted (Inapplicable) |
| 19 | Omitted (Inapplicable) |
| 22 | Omitted (Inapplicable) |
| 24 | Omitted (Inapplicable) |
| 27 | Omitted (Inapplicable) |
| 99 | Financial Data Schedule |

Dear Ladies and Gentlemen:

We are aware that the March 31, 1998 Quarterly Report on
Form 10-Q of AlliedSignal Inc. which includes our report dated April 22, 1998 (issued pursuant to the provisions of Statement on Auditing Standard No. 71) will be incorporated by reference in the Prospectuses constituting part of AlliedSignal Inc.'s Registration Statements, on Forms S-8 (Nos. 33-09896, 33-51455, 33-55410, 33-58347, 33-60261, 33-62963, 33-64295 and 333-14673), on Forms S-3 (Nos. 33-13211, 33-14071, 33-55425, 33-64245, 333-22355, 333-44523,
333-45555 and 333-49455) and on Form S-8 (filed as an amendment to Form S-14, No. 2-99416-01). We are also aware of our responsibilities under the Securities Act of 1933.

Very truly yours,
/s/ Price Waterhouse LLP

Price Waterhouse LLP

This schedule contains summary financial information extracted from the consolidated balance sheet at March 31, 1998 and the consolidated statement of income for the three-months ended March 31, 1998 and is qualified in its entirety by reference to such financial statements.

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\begin{aligned}
& \text { 3-MOS } \\
& \text { DEC-31-1998 } \\
& \text { MARCH-31-1998 }
\end{aligned}
$$

