# SECURITIES AND EXCHANGE COMMISSION 

Washington, D.C. 20549

## FORM 8-K

Current Report Pursuant to Section 13 or 15(d) of The Securities Exchange Act of 1934

Date of Report (Date of earliest event reported): July 24, 1997

THE PITTSTON COMPANY
(Exact Name of registrant as specified in its charter)

| Virginia | 1-9148 | 54-13177776 |
| :---: | :---: | :---: |
| (State or other | (Commission | (I.R.S. Employer |
| jurisdiction | File Number) | Identification No.) |
| of Incorporation) |  |  |

1000 Virginia Center Parkway
P. O. Box 4229

Glen Allen, VA 23058-4229
(Address of principal
(Zip Code)
executive offices)
(804)553-3600
(Registrant's telephone number, including area code)

Item 5. Other Events
The Pittston Company has announced earnings for the second quarter of 1997 for its Brink's Group, Burlington Group and Minerals Group. Press releases dated July 24, 1997, are filed as exhibits to this report and are incorporated herein by reference.

## EXHIBITS

99(a) Registrant's Brink's Group press release dated July 24, 1997.
99(b) Registrant's Burlington Group press release dated July 24, 1997.
99(c) Registrant's Minerals Group press release dated July 24, 1997.

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

THE PITTSTON COMPANY<br>(Registrant)<br>By /s/ James B. Hartough<br>Vice President - Corporate<br>Finance and Treasurer

Dated: July 24, 1997

## EXHIBITS

| Exhibit | Description |
| :--- | :--- |
| 99(a) | Registrant's Brink's Group <br> press release dated July 24, 1997 |
| 99(b) | Registrant's Burlington Group <br> press release dated July 24, 1997 |

Richmond, VA - July 24, 1997 - Pittston Brink's Group reported net income of $\$ 17.7$ million, or $\$ .46$ per share, in the second quarter ended June 30, 1997, a 26\% improvement over the $\$ 14.0$ million, or $\$ .37$ per share, earned in the second quarter of 1996. Combined second quarter revenues of Brink's, Incorporated and Brink's Home Security, Inc. increased 21\% to \$268.8 million compared to \$222.1 million a year earlier. For the first six months of 1997, Pittston Brink's Group generated net income of $\$ 33.0$ million ( $\$ .86$ per share) compared to $\$ 25.9$ million (\$.68 per share) for the comparable period in 1996. Combined revenues for the first six months were up $20 \%$ to $\$ 520.2$ million.

Brink's, Incorporated (Brink's)
Brink's worldwide consolidated revenues increased $22 \%$ to $\$ 224.6$ million in the quarter. Operating profits amounted to $\$ 19.1$ million in the quarter, $53 \%$ greater than recorded in the prior year's quarter due to improvements in both the North American and international operations. For the first six months of 1997, Brink's worldwide revenues increased $21 \%$ to $\$ 433.7$ million and operating profits climbed $60 \%$ to $\$ 34.9$ million.

Revenues from North American operations (United States and Canada) amounted to \$117.6 million in the quarter, 13\% higher than in the comparable period in 1996. Operating profits for the quarter increased $18 \%$ to $\$ 9.7$ million primarily due to the improved results achieved by armored car operations, which includes ATM servicing. For the first six months of 1997, North American operating profits were $\$ 17.4$ million, a $24 \%$ increase over the comparable 1996 period.

Consolidated international subsidiaries recorded revenues of $\$ 106.9$ million in the quarter, $34 \%$ higher than the $\$ 79.5$ million generated in the prior year's quarter. More than one-half of the increase in revenues reflects the acquisition, in the first quarter of 1997, of a majority interest in Brink's Venezuelan affiliate, in which Brink's previously owned a $15 \%$ interest. Brink's now owns $61 \%$ of this affiliate. Operating profits from international subsidiaries and affiliates amounted to $\$ 9.5$ million, $116 \%$ higher than the $\$ 4.4$ million earned in the prior year's quarter. The strong improvement in operating profits was largely attributable to increased ownership positions in the Venezuelan and Peru affiliates and improved operations in Colombia and Chile, somewhat offset by lower results in Brazil. Interest expense and minority interest associated with the acquisitions offset more than half of the higher operating profits. Europe's results were better as improvements in Belgium, Israel, United Kingdom and several other countries were largely offset by lower results from the $38 \%$ owned affiliate in France.

For the first six months of 1997, operating profits from international subsidiaries and affiliates totaled $\$ 17.5$ million, $124 \%$ higher than the $\$ 7.8$ million earned in the first six months of 1996 due in large part to the increased ownership of affiliates in Venezuela and Peru. Interest expense and minority interest associated with the acquisitions offset more than half of the higher operating profits.

Brink's Home Security, Inc. (BHS)
Brink's Home Security's revenues totaled $\$ 44.2$ million in the second quarter 1997, a 14\% increase over the comparable period in 1996. Operating profits increased $16 \%$ to $\$ 13.3$ million. For the six months ended June 30, 1997, revenues and operating profits increased $15 \%$ and $16 \%$ to $\$ 86.4$ million and $\$ 26.1$ million, respectively.

Brink's Home Security installed approximately 26,800 new subscribers during the quarter and the subscriber base now exceeds 482,000 customers, a $17 \%$ increase compared to a year ago. As a result, annualized service revenues increased 22\% to $\$ 142.0$ million as of June 30, 1997. BHS's disconnect rate for the first six months was $7 \%$, which BHS believes may be the lowest rate in the industry.

Based on demonstrated retention of customers, BHS adjusted its annual depreciation rate for capitalized subscribers' installation costs beginning in 1997. This change more accurately matches depreciation expense with monthly recurring revenue generated from customers. This change in accounting estimate reduced depreciation expense for capitalized installation costs for the quarter and six months ended June 30, 1997 by approximately $\$ 2.1$ million and $\$ 4.2$ million, respectively.

As a result of aggressive pricing and marketing by competitors, BHS is experiencing lower installation fees and higher marketing and sales costs. Although as the quarter progressed, industry pricing appeared to be stabilizing. As a result, operating profit was negatively impacted approximately $\$ 1.9$ million from 1996's second quarter. Monitoring revenues increased as a result of a greater number of subscribers and higher monitoring fees per subscriber.

Brink's Home Security is on schedule to occupy its new state-of-the-art national monitoring, customer service, and corporate center in Irving, Texas in the fourth quarter of 1997. This custom designed 93,000 sq. ft. facility will allow BHS to consolidate its operations from three buildings into one resulting in greater operating efficiencies. BHS opened the Greenville, South Carolina market during the quarter.

Financial - Consolidated
The Pittston Company reported net income of $\$ 14.7$ million in the second quarter compared to $\$ 25.4$ million in the second quarter of 1996. For the first six months of 1997, net income totaled $\$ 36.0$ million compared to $\$ 44.0$ million in 1996. Consolidated cash flow from operating activities totaled $\$ 85.5$ million for the six months ended June 30, 1997. Total debt at June 30, 1997 was $\$ 297.4$ million. The Pittston Company's credit rating was recently raised to 'BBB' by Standard \& Poor's Corporation.
with interest in security services through Brink's, Incorporated and Brink's Home Security, Inc. (Pittston Brink's Group), global freight transportation and logistics management services through Burlington Air Express Inc. (Pittston Burlington Group) and mining and minerals exploration through Pittston Coal Company and Pittston Mineral Ventures (Pittston Minerals Group). Copies of the Pittston Burlington Group and Pittston Minerals Group earnings releases are available upon request.

Pittston Brink's Group Supplemental Financial Data (Unaudited)

BRINK'S, INCORPORATED

| June 30 | Six Months Ended June 30 | Three Months Ended |  |
| :--- | :---: | :---: | :---: |
| (In thousands) | 1997 | 1996 | 1997 |
| 1996 | 1996 |  |  |

## OPERATING REVENUES



| OPERATING PROFIT |  |  |  |
| :--- | :---: | :---: | :---: |
| North America (United States | \& Canada) | $\$$ | 9,657 |
| 8,161 | 17,411 | 14,091 |  |
| International operations |  | 9,486 |  |
| 4,363 | 17,533 | 7,811 |  |


| Total operating profit |  | \$ 21,902 |
| :--- | ---: | ---: |
| 12,524 | 34,944 |  |


| Depreciation and amortization |  |  |
| :--- | :---: | :---: |
| 5,708 | 14,358 | 11,737 |

BRINK'S HOME SECURITY, INC.


| End of period 482,065 |  |
| :--- | :--- |
| 412,591 | 482,065 |


#### Abstract

* Annualized recurring revenues are calculated based on the number of subscribers at period end multiplied by the average fee per subscriber received in the last month of the period for monitoring, maintenance and related services.


Pittston Brink's Group STATEMENTS OF OPERATIONS (Unaudited)

| (In thousands, except |  |  |  | Three Mon |
| :---: | :---: | :---: | :---: | :---: |
| June 30 per share data) | Six Mont |  |  |  |
| 1996 | 1997 | 1996 |  |  |
|  |  |  |  |  |
| Operating revenues222,055 |  |  | \$ | 268,775 |
|  | 222,055 520,159 434,615 |  |  |  |
| Operating expenses |  |  |  | 197,741 |
| 169,443 | 385,649 | 332,009 |  |  |
| Selling, general and administrative expenses |  |  |  | 40,296 |
| 30,784 | 76,359 | 61,359 |  |  |
| Total costs and expen | ses |  |  | 238,037 |
| 200, 227 | 462,008 | 393,368 |  |  |

Other operating income (expense), net
325

| Operating profit |  |  |  | 30,855 |
| :---: | :---: | :---: | :---: | :---: |
| 22,153 | 57,647 | 41,078 |  |  |
| Interest income 755 | 1,206 | 989 |  | 553 |
| Interest expense (518) | $(4,903)$ | (985) |  | $(2,664)$ |
| Other expense, net $(1,155)$ | $(3,105)$ | $(2,172)$ |  | $(1,447)$ |
| Income before income | taxes |  |  | 27,297 |
| 21,235 | 50, 845 | 38,910 |  |  |
| Provision for income | taxes |  |  | 9,558 |
| 7,200 | 17,800 | 13,036 |  |  |
| Net income |  |  | \$ | 17,739 |
| 14,035 | 33,045 | 25,874 |  |  |



- -----

| Operating profit: Brink's |  | \$ | 19,143 |
| :---: | :---: | :---: | :---: |
| 12,524 34,944 | 21,902 |  |  |
| BHS |  |  | 13,273 |
| 11,401 26,052 | 22,503 |  |  |
| Segment operating profit |  |  | 32,416 |
| 23,925 60,996 | 44,405 |  |  |
| General corporate expense |  |  | $(1,561)$ |
| $(1,772)(3,349)$ | $(3,327)$ |  |  |
| Total operating profit |  | \$ | 30,855 |
| 22,153 57,647 | 41,078 |  |  |

## See accompanying notes.

Pittston Brink's Group CONDENSED BALANCE SHEETS

| $\begin{array}{r} \text { June } 30 \\ \text { (In thousands) } \\ 1997 \end{array}$ |  |
| :---: | :---: |
|  | 1996 |
| (Unaudited) |  |
| Assets |  |
| Current assets: |  |
| Cash and cash equivalents <br> \$ 25,969 20,012 |  |
| Accounts receivable, net of estimated amounts uncollectible |  |
| 145,474 | 124,928 |
| Inventories and other current assets 41, 180$45,117$ |  |
| Total current assets |  |
| 212,623 | 190,057 |
| Property, plant and equipment, at cost, net accumulated depreciation and amortization |  |
| Intangibles, net of amortization 16,586$28,162$ |  |
| Other assets $82,695$ | 76,687 |

```
Total assets
    $ 627,201 551,665
```

Liabilities and Shareholder's Equity
Current liabilities
\$ 144,433
139,392
Long-term debt, less current maturities

| 46,491 | 5,542 |
| ---: | ---: |
| Other liabilities |  |
| 94,675 | 93,353 |


| Total liabilities |  |
| :---: | :---: |
| 285,599 | 238,287 |
| Shareholder's equity |  |
| 341,602 |  |

See accompanying notes.

Pittston Brink's Group STATEMENTS OF CASH FLOWS (Unaudited)

|  | Six Months Ended June 30 |  |
| :--- | ---: | ---: |
|  | 1997 | 1996 |

Cash flows from operating activities:

Net income
djustments to reconcile net income to net
cash provided by operating activities:
Depreciation and amortization
28,218 26,051

Other, net $9,589 \quad 4,185$
Changes in operating assets and liabilities:
Increase in receivables
$(5,852) \quad(3,852)$
Increase in inventories and other current assets
$(5,038)(3,360)$
(Decrease) increase in current liabilities
(3,432) 1,295
Other, net
$(1,789) \quad(2,141)$

Net cash provided by operating activities

$$
\begin{array}{lr}
54,741 & 48,052
\end{array}
$$

Cash flows from investing activities:
Additions to property, plant and equipment
$(54,234) \quad(47,472)$
Proceeds from disposal of property, plant and equipment
1,209 475
Acquisitions, net of cash acquired
$(53,303)$
Other, net
6,834
1,180

| Net cash used by investing activities |
| :--- |
| $(99,494)$ |
| $(45,817)$ |
| Cash flows from financing activities: |
| Net additions to (reductions of) debt |
| 40,502 |
| Payments from - Minerals Group <br> 14,770 |
| Share and other equity activity <br> $(4,562)$ |

Net cash provided (used) by financing activities $50,710(4,595)$

Net increase (decrease) in cash and cash equivalents
Cash and cash equivalents at beginning of period
20,012 21,977

Cash and cash equivalents at end of period
\$ 25,969 19,617
(In thousands, except
June $30 \quad$ Six Months Ended June 30 per share amounts)

19971996

1996
1996199

| Net sales |  | \$ | 157,812 |
| :---: | :---: | :---: | :---: |
| 175,268 316,695 | 345,520 |  |  |
| Operating revenues |  |  | 668,342 |
| 582,119 1,291,135 | 1,142,774 |  |  |
| Net sales and operating revenues |  |  | 826,154 |
| 757,387 1,607,830 | 1,488, 294 |  |  |
| Cost of sales |  |  | 153,836 |
| 169,444 307,248 | 365,329 |  |  |
| Operating expenses |  |  | 553,434 |
| 483,250 1,072,253 | 956,316 |  |  |
| Restructuring and other credits, including litigation accrual |  |  | - |
| - | $(37,758)$ |  |  |
| Selling, general and administrat expenses |  |  | 94,455 |
| 71,026 170,098 | 143,322 |  |  |
| Total costs and expenses |  |  | 801,725 |
| 723,720 1,549,599 | 1,427,209 |  |  |


| Other operating income |  |  | 2,875 |
| :---: | :---: | :---: | :---: |
| 7,243 | 6,451 | 10,058 |  |
| Operating profit |  |  | 27,304 |
| 40,910 | 64,682 | 71,143 |  |
| Interest income |  |  | 991 |
| 811 | 2,010 | 1,336 |  |
| Interest expense |  |  | $(6,422)$ |
| (3,379) | (11, 986 ) | $(7,124)$ |  |
| Other expense, net $(2,009)$ | $(4,288)$ | $(4,406)$ | $(1,899)$ |


| Income before income taxes |  | 19,974 |
| :---: | :---: | :---: |
| 36,333 50,418 | 60,949 |  |
| Provision for income taxes |  | 5,311 |
| 10,908 14,414 | 16,904 |  |
| Net income |  | 14,663 |
| 25,425 36,004 | 44, 045 |  |
| Preferred stock dividends, net 146 $(1,803)$ | (919) | (902) |

\$ 13,761
25, 571
34, 201
43, 126
Pittston Brink's Group:
Net income attributed to common shares

| 14,035 | 33,045 | 25,874 |
| :--- | :--- | :--- |$\$$ \$ 17,739

$14,035 \quad 33,045 \quad 25,874$
.46

Net income per common share
86
$\$$
.68


Average common shares outstanding
38,105
38,152
38, 209

| Average common shares outstanding: <br> Primary |  | 19,471 |
| :--- | :--- | :--- |
| 19,161 <br> Fully diluted <br> 19,161 | 19,439 | 19,100 |

Pittston Minerals Group:
Net (loss) income attributed to common
shares:
$(2,019)$
4,745
\$ $\quad(2,065)$

2,790

| Net (loss) income per common share: |  |
| :--- | :--- |
| Primary |  |
| .35 | $(.25)$ |
| Fully diluted | $(.25)(\mathrm{b})$ |

\$ (.26)
(.26)(b)

| Average common shares outstanding: <br> Primary |  | 8,068 |  |
| :--- | :--- | :--- | :--- |
| 7,866 |  |  |  |
| Fully diluted | 8,035 | 7,844 | 9,903 |
| 9,947 | 9,878 | 9,969 |  |

See accompanying notes.
(a) Fully diluted net income per share is considered to be the same as primary since the effect of common stock equivalents was either antidilutive or insignificant.
(b) Fully diluted net income per share is considered to be the same as primary since the effect of common stock equivalents and the assumed conversion of preferred stock was either antidilutive or insignificant.

The Pittston Company and Subsidiaries CONDENSED CONSOLIDATED BALANCE SHEETS

| June 30 | December 31 |
| ---: | ---: |
| (In thousands ) | 1996 |

## (Unaudited)

Assets
current assets.


| Total assets |  |
| :---: | :---: |
| $\$ 1,957,146$ | $1,832,603$ |

Liabilities and Shareholders' Equity
Current liabilities
592,043
254,965 158,837

Postretirement benefits other than pensions

| Workers' compensation and other claims |
| :---: | :---: |
| 112,747 |
| Other liabilities |
| 136,863 |$\quad 116,893$

Total liabilities and shareholders' equity
\$ 1,957,146 1,832,603

See accompanying notes.

Net cash provided by operating activities
85,542
67,827

Cash flows from investing activities: Additions to property, plant and equipment
$(82,236) \quad(78,004)$

Proceeds from disposal of property, plant and equipment
3,698 8,262
Aircraft heavy maintenance
$(19,350) \quad(9,713)$
Acquisitions and related contingent payments, net of cash acquired
(54, 094) (971)
other, net
6,996
4,181

Net cash used by investing activities
$(144,986)$
$(76,245)$

Cash flows from financing activities: Additions to debt

Net cash provided by financing activities 78,224

Net increase (decrease) in cash and cash equivalents

$$
18,780 \quad(8,235)
$$

Cash and cash equivalents at beginning of period

$$
41,217 \quad 52,823
$$

Cash and cash equivalents at end of period $\$ 59,99744,588$
(1) The Company has three classes of common stock: Pittston Brink's Group Common Stock ("Brink's Stock"), Pittston Burlington Group Common Stock ("Burlington Stock") and Pittston Minerals Group Common Stock ("Minerals Stock"), which were designed to provide shareholders with separate securities reflecting the performance of the Pittston Brink's Group (the "Brink's Group"), Pittston Burlington Group (the "Burlington Group") and Pittston Minerals Group (the "Minerals Group"), respectively, without diminishing the benefits of remaining a single corporation or precluding future transactions affecting any of the Groups.

The financial information for the Brink's Group includes the results of the Company's Brink's, Incorporated ("Brink's") and Brink's Home Security, Inc. ("BHS") businesses. It is prepared using the amounts included in the Company's consolidated financial statements. Accordingly, the Company's consolidated financial statements must be read in connection with the Brink's Group's financial data.
(2) In 1988, the trustees of certain pension and benefit trust funds (the "Trust Funds") established under collective bargaining agreements with the United Mine Workers of America ("UMWA") brought an action (the "Evergreen Case") against the Company and a number of its coal subsidiaries, claiming that the defendants were obligated to contribute to such Trust Funds in accordance with the provisions of the 1988 and subsequent National Bituminous Coal Wage Agreements, to which neither the Company nor any of its subsidiaries were a signatory. In 1993, the Company recognized in its consolidated financial statements the potential liability that might have resulted from an ultimate adverse judgement in the Evergreen Case.

In March 1996, a settlement was reached in the Evergreen Case. Under the terms of the settlement, the coal subsidiaries which had been signatories to earlier National Bituminous Coal Wage Agreements agreed to make various lump sum payments in full satisfaction of all amounts allegedly due to the Trust Funds through January 31, 1996, to be paid over time as follows: approximately $\$ 25.8$ million upon dismissal of the Evergreen Case and the remainder of $\$ 24$ million in installments of $\$ 7.0$ million in 1996 and $\$ 8.5$ million in each of 1997 and 1998. The first payment was entirely funded through an escrow account previously established by the Company. The second payment of $\$ 7.0$ million was paid in 1996 and was funded from cash provided by operating activities. The third payment of $\$ 7.0$ million is expected to be paid in August, 1997 and will be funded from cash provided by operating activities. In addition, the coal subsidiaries agreed to future participation in the UMWA 1974 Pension Plan.

As a result of the settlement of the Evergreen Case at an amount lower than previously accrued, the Company recorded a pretax gain of $\$ 35.7$ million ( $\$ 23.2$ million after tax) in the first quarter of 1996 in its consolidated financial statements.
(3) In 1996, the Company adopted Statement of Financial Accounting Standards ("SFAS") No. 121, "Accounting for the Impairment of Long-Lived Assets and for Long-Lived Assets to Be Disposed Of". SFAS No. 121 requires companies to review assets for impairment whenever circumstances indicate that the carrying amount of an asset may not be recoverable. SFAS No. 121, resulted in a pretax charge to earnings in the first quarter of 1996 for the Company and the Minerals Group of $\$ 29.9$ million ( $\$ 19.5$ million after-tax), of which $\$ 26.3$ million was included in cost of sales and $\$ 3.6$ million was included in selling, general and administrative expenses. SFAS No. 121 had no impact on the Brink's Group.
(4) Based on demonstrated retention of customers, BHS adjusted its annual depreciation rate for capitalized subscribers' installation costs beginning in 1997. This change more accurately matches depreciation expense with monthly recurring revenue generated from customers. This change in accounting estimate reduced depreciation expense for capitalized installation costs by $\$ 2.1$ million and $\$ 4.2$ million in the quarter and six months ended June 30, 1997, respectively.
(5) During the three months ended June 30, 1997 and 1996, the Company purchased 13,000 shares (at a cost of $\$ 0.4$ million) and no shares, respectively, of Brink's Stock; no shares and 5,000 shares (at a cost of $\$ 0.1$ million), respectively, of Burlington Stock; and no shares of Minerals Stock under the share repurchase program authorized by the Board of Directors of the Company (the "Board"). During the six months ended June 30, 1997 and 1996, the Company purchased 166,000 shares (at a cost of $\$ 4.3$ million) and no shares, respectively, of Brink's Stock; 132,100 shares (at a cost of $\$ 2.6$ million) and 5,000 shares (at a cost of $\$ 0.1$ million), respectively, of Burlington Stock; and no shares of Minerals Stock under the share repurchase program.
(6) There were no Series C Cumulative Convertible Preferred Stock (the "Convertible Preferred Stock") repurchases during the quarter and six months ended June 30, 1997. During the quarter and six months ended June 30, 1996, the Company purchased 10,600 shares of the Convertible Preferred Stock. Preferred dividends included on the Company's Statement of Operations for the quarter and six months ended June 30, 1996, are net of $\$ 1.1$ million which is the excess of the carrying amount of the Convertible Preferred Stock over the cash paid to holders of the stock.
(7) Certain prior period amounts have been reclassified to conform to the current period's financial statement presentation.
(8) Financial information for the Minerals Group, which includes the results of the Pittston Coal Company and Pittston Mineral Ventures operations, and the Burlington Group which includes the results of the Company's Burlington Air Express Inc. business, is available upon request.

Richmond, VA -- July 24, 1997. Pittston Burlington Group reported a net loss of $\$ 1.9$ million, or $\$ .10$ cents per share (primary and fully diluted), in the second quarter ended June 30, 1997, including special consulting expenses of $\$ 12.5$ million (pre-tax), or $\$ .40$ per share, related to the redesign of the Burlington Air Express, Inc. ("Burlington") global business processes and new information systems architecture. A year ago, net income was $\$ 8.7$ million, or $\$ .46$ per share. Consolidated worldwide revenues totaled $\$ 399.6$ million, an $11 \%$ increase over the $\$ 360.1$ million reported in the prior year's quarter.

For the first six months of 1997, worldwide revenues increased $9 \%$ to $\$ 771.0$ million compared to $\$ 708.2$ million for the comparable period in 1996. Net income was $\$ 3.2$ million, or $\$ .16$ per share (primary and fully diluted), including the special consulting expenses of $\$ .41$ per share, for the first six months of 1997. A year ago, net income was $\$ 12.5$ million, or $\$ .65$ per share.

## International

Burlington's international revenues rose $13 \%$ in the second quarter to $\$ 253.0$ million from $\$ 224.7$ million in the comparable 1996 period due primarily to strong growth in Asia/Pacific markets. International expedited freight services revenues increased $12 \%$ to $\$ 192.7$ million, reflecting higher volumes and higher average yields. Other international revenues, primarily customs clearance and ocean services, rose $16 \%$ to $\$ 60.3$ million in the second quarter as compared to $\$ 52.2$ million in the prior year quarter. International operating profits, excluding any impact of the aforementioned special consulting expenses, amounted to $\$ 8.4$ million in the second quarter, a $33 \%$ increase over the $\$ 6.3$ million earned in the second quarter of 1996. For the first six months of 1997, international operating profits totaled $\$ 15.1$ million, a $34 \%$ increase over the $\$ 11.3$ million recorded a year earlier.

Burlington recently announced the acquisition of Cleton \& Company, one of The Netherlands' leading logistics providers. Cleton \& Company employs over 170 logistics professionals and currently operates over 500,000 sq. ft. of logistics/distribution facilities. Cleton generated annual gross revenues equivalent to U.S. $\$ 17$ million in 1996.

## Domestic

In the second quarter, Burlington's domestic expedited freight services revenues increased $8 \%$ to $\$ 144.7$ million, reflecting higher volumes and higher average yields. Domestic operating profits, excluding any impact of the aforementioned special consulting expenses, were $\$ 3.5$ million in the second quarter compared to $\$ 10.0$ million in the same period a year ago. The 1996 second quarter benefitted from a reduction in Federal excise tax liabilities of approximately $\$ 3$ million. In the current quarter, transportation costs were higher as a results of additional capacity designed to improve on time customer service and meet rising demand in high growth markets such as the aerospace and electronics industries. In addition, transportation costs included certain costs associated with Burlington's strategy of establishing a certificated airline carrier operation. Second quarter domestic expedited freight services average yield (revenue per pound) increased by $5 \%$ while weight shipped, which was impacted by declining shipments in the automotive sector, increased $3 \%$. For the first six months of 1997, domestic operating profits, excluding any impact of the second quarter special consulting expenses, were $\$ 7.6$ million compared to $\$ 13.7$ million a year earlier.

During the second quarter, Burlington announced major new contracts with Wal-Mart, TRW, General Instrument and Epson America, Inc. Giant retailer Wal-Mart selected Burlington to be its primary carrier for heavy-weight international air shipments. The TRW contract is for two years as the preferred, heavy-weight air carrier worldwide. Burlington will handle General Instrument's domestic heavy-weight air freight for both overnight and second day deliveries. The contract with Epson America, Inc. is for worldwide air and ocean freight services.

As previously indicated, Burlington has formed a Global Innovation Team to redesign Burlington's global business processes and further enhance service quality and improve efficiencies. A key component of this process was a review of current information systems and technology needs on a global basis. The innovation team is responsible for optimizing Burlington's investment in technology to assure delivery of "state of the art" information systems for both customer and operations requirements. Other cost and service improvement programs have been identified through this process and are being implemented during the balance of 1997. Annualized cost savings from these initiatives are currently projected at a minimum of $\$ 5-10$ million. Special expenses incurred in the second quarter represent most of the consulting fees and other project expenses expected to be incurred in the planning stage of this redesign program.

Joseph C. Farrell, Chairman and CEO of Burlington, stated "We are optimistic about the outlook for Burlington's business for the balance of 1997 and beyond. We expect full year results to be in line with current estimates of \$1.90-\$2.00 per share exclusive of any special expenses." A number of new contracts for Burlington's logistics and transportation services have been concluded this year which are expected to further improve international and domestic volumes during the second half. The recently completed acquisition of Cleton \& Co. will also enhance international revenue growth. Some of the initial benefits of the process redesign program are also expected to benefit second half results. The recent FAA proposal to limit payloads of converted Boeing 727 aircraft is not expected to materially impact Burlington's second half transportation costs.

Financial - Consolidated
The Pittston Company reported net income of $\$ 14.7$ million in the second quarter compared to $\$ 25.4$ million in the second quarter of 1996 . For the first six months of 1997, net income totaled $\$ 36.0$ million compared to $\$ 44.0$ million in 1996. Consolidated cash flow from operating activities totaled $\$ 85.5$ million for the six months ended June 30, 1997. Total debt at June 30, 1997 was $\$ 297.4$ million. The Pittston Company's credit rating was recently raised to 'BBB' by Standard \& Poor's Corporation.

This release contains both historical and forward looking information. In particular statements herein regarding the benefits from the redesign initiatives and the impact of the automotive market, new business contracts and implementation of recent acquisitions on second half results are subject to known and unknown risks, uncertainties and contingencies, many of which are beyond the control of Burlington, which may cause actual results, performance or achievements to differ materially from those which are anticipated. Factors that might affect such forward looking statements include, among others, overall economic and business conditions, the demand for Burlington's services, pricing and other competitive factors in the industry, new government regulations, and uncertainty about the implementation of systems initiatives and the integration of acquisitions.

Pittston Burlington Group Common Stock (NYSE-PZX), Pittston Brink's Group Common Stock (NYSE-PZB) and Pittston Minerals Group Common Stock (NYSE-PZM) represent the three classes of common stock of The Pittston Company. Pittston is a diversified company with interests in global freight transportation and logistics management services through Burlington Air Express Inc. (Pittston Burlington Group), security services through Brink's, Incorporated and Brink's Home Security, Inc. (Pittston Brink's Group), and in coal through Pittston Coal Company and in gold mining and metals exploration through Pittston Mineral Ventures Company (Pittston Minerals Group). Copies of the Pittston Brink's Group and Pittston Minerals Group earnings releases are available upon request.

Pittston Burlington Group Supplemental Financial Data (Unaudited)

BURLINGTON AIR EXPRESS INC.

| (In thousands, except |  |  |
| :--- | :---: | ---: |
| Six Months Ended June 30 | Three Months Ended June 30 |  |
| per pound/shipment amounts) | 1997 | 1996 |

OPERATING REVENUES
Domestic U.S.

| Expedited freight services |  |  |  |  |  |  |  | 281,340 | 262,732 | $\$$ | 144,668 | 133,952 |
| :--- | ---: | ---: | ---: | ---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Other | 3,612 | 2,102 | 1,890 | 1,434 |  |  |  |  |  |  |  |  |



| OPERATING PROFIT (LOSS) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Domestic U.S. |  | \$ | 3,498 | 10,029 |
| 7,615 | 13,737 |  |  |  |
| International |  |  | 8,437 | 6,298 |
| 15,076 | 11,276 |  |  |  |
| Other (a) |  |  | $(12,500)$ | - |
| $(12,500)$ | - |  |  |  |


| Total operating (loss) profit |  |  |
| :---: | :---: | :---: |
| 10,191 | 25,013 | $\$$ |
| 16,327 |  |  |



| Expedited freight services |  |  |  |
| :---: | :---: | :---: | :---: |
| 723.1 697.2 |  |  |  |
| Expedited freight services shipments (thousands) |  | 1,330 | 1,322 |
| 2,605 2,620 |  |  |  |
| Expedited freight services average: |  |  |  |
| Yield (revenue per pound) | \$ | . 906 | . 869 |
| . 906 . 868 |  |  |  |
| Revenue per shipment | \$ | 254 | 232 |
| 251 |  |  |  |
| Weight per shipment (pounds) |  | 280 | 267 |
| 278266 |  |  |  |

(a) Consulting expenses related to the redesign of Burlington's business processes and new information systems architecture.

## Pittston Burlington Group

 STATEMENTS OF OPERATIONS (Unaudited)| (In thousands, except |  | Three Months Ended June 30 |
| :--- | ---: | :---: | ---: |
| Six Months Ended June 30 | 1997 | 1996 |
| per share amounts) |  |  |
| 1997 | 1996 |  |


| Operating revenues <br> 770,976$\quad 708,159$ | \$ | 399,567 | 360,064 |
| :---: | :---: | :---: | :---: |
| Operating expenses |  | 355,693 | 313,807 |
| 686,604 624,307 |  |  |  |
| Selling, general and administrative expenses |  | 46,852 | 32,219 |
| 79,023 62,906 |  |  |  |
| Total costs and expenses |  | 402,545 | 346,026 |
| 765,627 687,213 |  |  |  |
| Other operating income |  | 859 | 518 |
| 1,508 741 |  |  |  |
| Operating (loss) profit |  | $(2,119)$ | 14,556 |
| Interest income |  | 145 | 657 |
| 475 1,549 |  |  |  |
| Interest expense |  | $(1,066)$ | (988) |
| $(2,012) \quad(2,040)$ |  |  |  |
| Other expense, net |  | - | (337) |
| (281) (1,344) |  |  |  |
| (Loss) income before income taxes |  | $(3,040)$ | 13,888 |
| 5,039 19,852 |  |  |  |
| (Credit) provision for income taxes |  | $(1,127)$ | 5,142 |
| 1,864 7,345 |  |  |  |
| Net (loss) income $\begin{gathered}\text { 3,175 }\end{gathered}$ | \$ | $(1,913)$ | 8,746 |
|  |  |  |  |

Net (loss) income per common share:
Primary

| Fully diluted | .16 | .65 | $\$$ | $(.10)$ | .46 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| (a) | .16 | (a) | .65 | (a) |  |

## SEGMENT INFORMATION

| Operating revenues: <br> Burlington 770,976 708,159 | \$ | 399,567 | 360, 064 |
| :---: | :---: | :---: | :---: |
| Operating (loss) profit: |  |  |  |
| Burlington | \$ | (565) | 16,327 |
| 10,191 25,013 |  |  |  |
| General corporate expense |  | $(1,554)$ | $(1,771)$ |
| $(3,334) \quad(3,326)$ |  |  |  |
| Operating (loss) profit | \$ | $(2,119)$ | 14,556 |
| 6,857 21,687 |  |  |  |

See accompanying notes.
(a) Fully diluted net income per share is considered to be the same as primary since the effect of common stock equivalents was either antidilutive or insignificant.

Pittston Burlington Group
CONDENSED BALANCE SHEETS

| June 30 | December 31 |
| :--- | ---: |
| (In thousands) | 1996 |
| 1997 |  |

(Unaudited)
Assets
Current assets:


Total assets
666,146
635,398

Liabilities and Shareholder's Equity
Current liabilities
310,629
278,601
Long-term debt, less current maturities
27,350 28,723
Other liabilities
23,286 23,085

## See accompanying notes.

## Pittston Burlington Group STATEMENTS OF CASH FLOWS (Unaudited)

Six Months Ended June 30
(In thousands)
1997

Cash flows from operating activities:
Net income
$\$ 3,175$
12,507

Adjustments to reconcile net income to
net cash provided by operating activities:
Depreciation and amortization

$$
14,122 \quad 10,891
$$

Provision for aircraft heavy maintenance
16,382 16,067
Other, net
3,705 1,758
Changes in operating assets and liabilities:
(Increase) decrease in receivables
$(13,493) 4,535$
Increase in inventories and other current assets
$(3,563) \quad(228)$
Increase (decrease) in current liabilities
$5,873 \quad(16,854)$
Other, net
(847)

Net cash provided by operating activities
27,581 27,829

Cash flows from investing activities:
Additions to property, plant and equipment
(10, 973)
$(16,533)$
Proceeds from disposal of property, plant and equipment
315
Aircraft heavy maintenance $(9,713)$
Other, net
$658 \quad 738$

Net cash used by investing activities
$(29,350)$
$(20,243)$

Cash flows from financing activities:
Net (reductions of) additions to debt $(5,708)$
Payments from (to) Minerals Group
$23,304(11,419)$
Share and other equity activity
$(3,732) \quad(2,194)$

Net cash provided (used) by financing activities 13, 864 $(13,220)$

Net increase (decrease) in cash and cash equivalents
Cash and cash equivalents at beginning of period

## The Pittston Company and Subsidiaries CONSOLIDATED STATEMENTS OF OPERATIONS

 (Unaudited)

| Total costs and expenses |  |
| :--- | :--- |
| 723,720 | $1,549,599$ |$\quad 801,725$


Pittston Brink's Group:
Net income attributed to common shares

| 14,035 | 33,045 | 25,874 | $\$$ | 17,739 |
| :--- | :--- | :--- | :--- | :--- |$l$

shares
$\$ \quad(1,913)$
8,746
3,175
12,507
Net (loss) income per common share: Primary .65
\$ (.10). 46 .16
(a) .16
(a). 65
(a)

| Average common shares outstanding: <br> Primary |  | 19,471 |
| :--- | :--- | :--- |
| 19,161 <br> Fully diluted <br> 19,161 | 19,439 | 19,100 |

Pittston Minerals Group:
Net (loss) income attributed to common

shares: \begin{tabular}{l}
$(2,019)$ <br>
Net (loss) income per common share: <br>
$\quad 4,745$ <br>

| Primary |
| ---: |
| $(.25)$ |
| Fully diluted |
| $(.25)(b)$ |


 

(2,065) 2,790
\end{tabular}

Average common shares outstanding:

| Primary |  | 8,068 |  |
| :--- | :---: | :---: | :---: |
| 866 | 8,035 | 7,844 | 9,903 |
| Fully diluted | 9,878 | 9,969 |  |

See accompanying notes.
(a) Fully diluted net income per share is considered to be the same as primary since the effect of common stock equivalents was either antidilutive or insignificant.
(b) Fully diluted net income per share is considered to be the same as primary since the effect of common stock equivalents and the assumed conversion of preferred stock was either antidilutive or insignificant.

The Pittston Company and Subsidiaries CONDENSED CONSOLIDATED BALANCE SHEETS

June 30
(In thousands) 199
1997

December 31 1996

## (Unaudited)

Assets
Current assets:

Cash and cash equivalents
\$ 59,997 41,217

Accounts receivable, net of estimated amounts uncollectible
504,628 475,859
Inventories and other current assets
145, 729 121, 338

| Total current assets |
| :---: |
| 710,354 | 638,414

Property, plant and equipment, at cost, net of accumulated depreciation, depletion and amortization

Intangibles, net of amortization
342,519 336,276



See accompanying notes.

The Pittston Company and Subsidiaries CONSOLIDATED STATEMENTS OF CASH FLOWS (Unaudited)
(In thousands)
Six Months Ended June 30

```
1 9 9 7 ~ 1 9 9 6
```

Cash flows from operating activities:

Net income
44, 045
Adjustments to reconcile net income to net cash
provided by operating activities:
Noncash charges and other write-offs
29,948
Depreciation, depletion and amortization
60,824 55,035
Provision for aircraft heavy maintenance
16,382 16,067
Provision for deferred income taxes
$\begin{array}{lrr} & 5,117 & 9,362 \\ \text { Other, net } & 10,469 & 6,528\end{array}$
Changes in operating assets and liabilities net of effects of acquisitions
and dispositions:
Increase in receivables

$$
(15,870) \quad(17,999)
$$

Increase in inventories and other current assets
$(24,067) \quad(5,103)$
Increase (decrease) in current liabilities
$490(22,710)$
Other, net
$(3,807) \quad(47,346)$

Net cash provided by operating activities

```
85,542
67,827
```

Cash flows from investing activities:
Additions to property, plant and equipment
$(82,236) \quad(78,004)$
Proceeds from disposal of property, plant and equipment 3,698 8,262
Aircraft heavy maintenance
Acquisitions and related contingent payments, net of cash acquired

Net cash used by investing activities
$(144,986)(76,245)$

Cash flows from financing activities:
Additions to debt
99,082 21,643
Reductions of debt
$(8,263)$
$(8,550)$
Share and other equity activity $(12,595)$

Net cash provided by financing activities
78,224

# Net increase (decrease) in cash and cash equivalents <br> 18,780 (8,235) <br> Cash and cash equivalents at beginning of period <br> 41,217 52,823 

Cash and cash equivalents at end of period
\$ 59,997
44,588

See accompanying notes.

The Pittston Company and Subsidiaries<br>Pittston Burlington Group<br>NOTES TO FINANCIAL INFORMATION

(1) The Company has three classes of common stock: Pittston Brink's Group Common Stock ("Brink's Stock"), Pittston Burlington Group Common Stock ("Burlington Stock") and Pittston Minerals Group Common Stock ("Minerals Stock"), which were designed to provide shareholders with separate securities reflecting the performance of the Pittston Brink's Group (the "Brink's Group"), Pittston Burlington Group (the "Burlington Group") and Pittston Minerals Group (the "Minerals Group"), respectively, without diminishing the benefits of remaining a single corporation or precluding future transactions affecting any of the Groups.

The financial information for the Burlington Group includes the results of the Company's Burlington Air Express Inc. business. It is prepared using the amounts included in the Company's consolidated financial statements. Accordingly, the Company's consolidated financial statements must be read in connection with the Burlington Group's financial data.
(2) In 1988, the trustees of certain pension and benefit trust funds (the "Trust Funds") established under collective bargaining agreements with the United Mine Workers of America ("UMWA") brought an action (the "Evergreen Case") against the Company and a number of its coal subsidiaries, claiming that the defendants were obligated to contribute to such Trust Funds in accordance with the provisions of the 1988 and subsequent National Bituminous Coal Wage Agreements, to which neither the Company nor any of its subsidiaries were a signatory. In 1993, the Company recognized in its consolidated financial statements the potential liability that might have resulted from an ultimate adverse judgement in the Evergreen Case.

In March 1996, a settlement was reached in the Evergreen Case. Under the terms of the settlement, the coal subsidiaries which had been signatories to earlier National Bituminous Coal Wage Agreements agreed to make various lump sum payments in full satisfaction of all amounts allegedly due to the Trust Funds through January 31, 1996, to be paid over time as follows: approximately $\$ 25.8$ million upon dismissal of the Evergreen Case and the remainder of $\$ 24$ million in installments of $\$ 7.0$ million in 1996 and $\$ 8.5$ million in each of 1997 and 1998. The first payment was entirely funded through an escrow account previously established by the company. The second payment of $\$ 7.0$ million was paid in 1996 and was funded from cash provided by operating activities. The third payment of $\$ 7.0$ million is expected to be paid in August, 1997 and will be funded from cash provided by operating activities. In addition, the coal subsidiaries agreed to future participation in the UMWA 1974 Pension Plan.

As a result of the settlement of the Evergreen Case at an amount lower than previously accrued, the Company recorded a pretax gain of $\$ 35.7$ million ( $\$ 23.2$ million after tax) in the first quarter of 1996 in its consolidated financial statements.
(3) In 1996, the Company adopted Statement of Financial Accounting Standards ("SFAS") No. 121, "Accounting for the Impairment of Long-Lived Assets and for Long-Lived Assets to Be Disposed Of". SFAS No. 121 requires companies to review assets for impairment whenever circumstances indicate that the carrying amount of an asset may not be recoverable. SFAS No. 121, resulted in a pretax charge to earnings in the first quarter of 1996 for the Company
and the Minerals Group of $\$ 29.9$ million ( $\$ 19.5$ million after-tax), of which $\$ 26.3$ million was included in cost of sales and $\$ 3.6$ million was included in selling, general and administrative expenses. SFAS No. 121 had no impact on the Burlington Group.
(4) During the three months ended June 30, 1997 and 1996, the Company purchased 13,000 shares (at a cost of $\$ 0.4$ million) and no shares, respectively, of Brink's Stock; no shares and 5,000 shares (at a cost of \$0.1 million), respectively, of Burlington Stock; and no shares of Minerals Stock under the share repurchase program authorized by the Board of Directors of the Company (the "Board"). During the six months ended June 30, 1997 and 1996, the Company purchased 166,000 shares (at a cost of $\$ 4.3$ million) and no shares, respectively, of Brink's Stock; 132,100 shares (at a cost of $\$ 2.6$ million) and 5,000 shares (at a cost of $\$ 0.1$ million), respectively, of Burlington Stock; and no shares of Minerals Stock under the share repurchase program.
(5) There were no Series C Cumulative Convertible Preferred Stock (the "Convertible Preferred Stock") repurchases during the quarter and six months ended June 30, 1997. During the quarter and six months ended June 30, 1996, the Company purchased 10,600 shares of the Convertible Preferred Stock. Preferred dividends included on the company's statement of Operations for the quarter and six months ended June 30, 1996, are net of $\$ 1.1$ million which is the excess of the carrying amount of the Convertible Preferred Stock over the cash paid to holders of the stock.
(6) Certain prior period amounts have been reclassified to conform to the current period's financial statement presentation.
(7) Financial information for the Minerals Group, which includes the results of the Company's Coal and Mineral Ventures operations, and the Brink's Group, which includes the results of the Company's Brink's, Incorporated and Brink's Home Security, Inc. businesses, is available upon request.

Richmond, VA - July 24, 1997 - Pittston Minerals Group reported a net loss of $\$ 1.2$ million, or $\$ .26$ per share (primary and fully diluted), in the second quarter ended June 30, 1997. A year earlier, net income was $\$ 2.6$ million, or $\$ .35$ per share ( $\$ .27$ fully diluted). Through six months, the net loss was $\$ .2$ million, $\$ .25$ per share (primary and fully diluted), compared to net income of $\$ 5.7$ million, or $\$ .60$ per share ( $\$ .57$ fully diluted), in the 1996 period.

Pittston Coal Company
The coal segment's operating profit was $\$ 1.2$ million in the second quarter compared to $\$ 5.2$ million in the same period in 1996. Operating profit a year-ago included $\$ 4.0$ million of a one-time benefit related to litigation settlements and additional Virginia tax credits.

Second quarter coal sales volume was 5.1 million tons compared to 5.8 million tons in the prior year quarter. Steam and metallurgical coal sales amounted to 3.3 million and 1.8 million tons compared to 3.8 million and 2.0 million tons, respectively, in last year's second quarter.

Coal production totaled 4.4 million tons in the quarter, up from 4.3 million tons a year earlier. Surface production accounted for $63 \%$ of total production compared to 68\% in the second quarter of 1996.

The second quarter 1997 coal margin per ton increased slightly from last year, although last year's production costs benefitted from additional Virginia tax credits. The decrease in other operating income of $\$ 4.0$ million is primarily the result of the inclusion in 1996 of $\$ 3.0$ million of litigation settlements and $\$ .7$ million of additional gains on asset sales. Selling, general and administrative costs improved while costs associated with inactive employees and idle facilities were unchanged.

Both the steam and metallurgical coal markets remain weak and the company is reviewing its operating plans to reflect the realities of the current market.

Pittston Mineral Ventures
Pittston Mineral Ventures (PMV) reported a $\$ 1.3$ million operating loss in the second quarter compared to a $\$ 0.6$ million operating profit a year earlier. The Stawell gold mine in western Victoria, Australia, in which PMV has a $67 \%$ direct and indirect interest, produced 18,600 ounces of gold in the second quarter compared to 23,700 ounces in the prior year quarter. The average cash cost per ounce sold was US $\$ 370$ in the second quarter of 1997 compared to US $\$ 304$ in the prior year quarter. PMV's year-to-date operating loss was $\$ 1.8$ million compared to an operating profit of $\$ 1.7$ million for the first six months of 1996.

The poor performance at the Stawell Gold mine was caused by lower production and higher costs associated with the collapse of a new ventilation shaft during its construction. No injuries were associated with the collapse, however, lower production and remedial work had a significant negative impact on costs. The potential for rehabilitating the shaft is currently being evaluated. While operations at Stawell have returned to near normal levels, the collapse of the shaft and the substantial decline of gold prices during the second quarter have prompted a comprehensive review of Stawell's operating plan in order to improve near-term results.

Early in July, PMV closed a gold forward sale hedge position resulting in a gain of $\$ 3.4$ million, which will be recognized over the next 18,000 ounces of gold sales.

The initial mining and commissioning of the Silver Swan nickel project has proceeded according to expectations and the complex is now fully operational. The initial shipment of nickel concentrate is expected to take place in the third quarter with subsequent ramp up to full production by mid-1998. PMV is continuing gold exploration projects in Nevada and Australia with its joint venture partner.

Financial - Consolidated
The Pittston Company reported net income of $\$ 14.7$ million in the second quarter compared to $\$ 25.4$ million in the second quarter of 1996. For the first six months of 1997, net income totaled $\$ 36.0$ million compared to $\$ 44.0$ million in 1996. Consolidated cash flow from operating activities totaled $\$ 85.5$ million for the six months ended June 30, 1997. Total debt at June 30, 1997 was $\$ 297.4$ million. The Pittston Company's credit rating was recently raised to 'BBB' by Standard \& Poor's Corporation.

Pittston Minerals Group Common Stock (NYSE-PZM), Pittston Brink's Group Common Stock (NYSE-PZB) and Pittston Burlington Group Common Stock (NYSE-PZX) represent the three classes of common stock of The Pittston Company, a diversified company with interests in mining and minerals exploration through Pittston Coal Company and Pittston Mineral Ventures (Pittston Minerals Group), security services through Brink's, Incorporated and Brink's Home Security, Inc. (Pittston Brink's Group) and global freight transportation and logistics management services through Burlington Air Express Inc. (Pittston Burlington Group). Copies of the Pittston Brink's Group and Pittston Burlington Group earnings releases are available upon request.


| Six Months Ended June 30 | Three Months Ended June 30 |  |
| ---: | :---: | ---: |
| (In thousands) | 1997 | 1996 |

$$
1997 \quad 1996
$$

| Net coal sales (a) |  |  |  |
| :---: | :---: | :---: | :---: |
| 304,001 | 332,459 | $\$$ | 151,303 |
| Current production cost <br> of coal sold (a) <br> 282,126 | 314,918 | 140,554 | 168,551 |


$\$$
29.14
27.47
27.13
Coal margin $\quad \$ \quad 2.10 \quad 2.01$
(a) Excludes non-coal components.
(b) Restructuring and other credits in the six months ended June 30, 1996 consist of an impairment loss related to the adoption of SFAS No. 121 of $\$ 29,948$ ( $\$ 26,312$ in cost of sales and $\$ 3,636$ in selling, general and administrative expenses), a gain from the settlement of the Evergreen Case of $\$ 35,650$ and a benefit from excess restructuring liabilities of $\$ 2,108$. Both the gain from the Evergreen Case and the benefit from excess restructuring liabilities are included in the operating profit of the Pittston Coal Company as "Restructuring and other credits, including litigation accrual".

## PITTSTON MINERAL VENTURES COMPANY <br> (Unaudited)

| (In thousands, except |  | Three Months Ended June 30 |  |
| :--- | ---: | ---: | ---: |
| Six Months Ended June 30 | 1997 | 1996 |  |
| ounce data) | 1997 | 1996 |  |

Stawell Gold Mine:

| Gold sales |  | \$ | 3,718 | 5,404 |
| :---: | :---: | :---: | :---: | :---: |
| 7,999 | 10,106 |  |  |  |
| Other revenue (expense) |  |  | 20 | (32) |



| Stawell Gold Mine: |
| :--- |
| Mineral Ventures' $50 \%$ |
| direct share: |
| Ounces sold |
| 20,241 |
| Ounces produced |
| 20,266 |


| Average per ounce sold (US\$): |
| :--- |
| Realization |
| 395 |


| Cash cost |
| :--- |

348
(a) Excludes $\$ 26$ and $\$ 797$, and $\$ 68$ and $\$ 1,414$, of non-Stawell related cost of sales and selling, general and administrative expenses for the quarter and six months ended June 30, 1997, respectively. Excludes $\$ 678$ and $\$ 1,204$, of non-Stawell related selling, general and administrative expenses for the quarter and six months ended June 30, 1996, respectively. Such costs are reclassified to cost of sales and selling, general and administrative expenses in the Minerals Group income statement.

| (In thousands, except <br> Three Months Ended June 30 <br> Six Months Ended June 30 |  |  |  |
| :---: | :---: | :---: | :---: |
| per share data) |  | 1997 | 1996 |
| 19971996 |  |  |  |
|  |  |  |  |
| Net sales | \$ | 157,812 | 175, 268 |
| 316,695 345,520 |  |  |  |
| Cost of sales |  | 153,836 | 169,444 |
| 307,248 365,329 |  |  |  |
| Restructuring and other credits, |  |  |  |
| including litigation accrual |  |  | - |
| Selling, general and |  |  |  |
| 14,716 19,057 |  |  |  |
| Total costs and expenses |  | 161, 143 | 177,467 |
| 321,964 346,628 |  |  |  |
| Other operating income, net 5,447 $9,486$ |  | 1,899 | 6,400 |



| Net (loss) income attributed to |
| :--- |
| common shares |
| $(2,019)$ |$\quad 4,745 \quad \$ \quad 2,790$


| Net (loss) income per common share: |  |  |  |  |
| :--- | :--- | :--- | :--- | :--- |
| Primary |  |  |  |  |
| (.25) | .60 | $\$$ | $(.26)$ |  |
| Fully diluted |  |  |  |  |
| $(.25)$ | (a) | .57 | $\$$ | $(.26)$ |


| Average common shares outstanding: |  |  |  |
| ---: | ---: | ---: | ---: |
| Primary | 8,035 | 7,844 | 8,068 |
| Fully diluted |  |  |  |
| 9,878 | 9,969 | 9,903 | 9,947 |

## SEGMENT INFORMATION

| Net sales: |  |  | 169,896 |
| ---: | ---: | ---: | ---: |
| Coal Operations |  |  |  |
| 308,666 | 335,364 | 154,073 | 5,372 |
| Mineral Ventures |  | 3,739 |  |



See accompanying notes.
(a) Fully diluted net income per share is considered to be the same as primary since the effect of common stock equivalents and the assumed conversion of preferred stock was either antidilutive or insignificant

Pittston Minerals Group CONDENSED BALANCE SHEETS

| June 30 | December 31 |
| :--- | ---: |
| (In thousands) | 1996 |
| 1997 |  |

(Unaudited)
Assets

## Current assets:

| Cash and cash equivalents $4,115$ 3,387 | \$ |
| :---: | :---: |
| Accounts receivable, net of estimated amounts uncollectible |  |
| 84,921 88,552 |  |
| Inventories and other current assets |  |
| 106,952 67,691 |  |
| Total current assets |  |
| 195,988 159,630 |  |
| Property, plant and equipment, at cost, net of accumulated depreciation, depletion and amortization |  |
| 177,012 170,809 |  |
| Coal supply contracts, net of amortization 47,075 52,696 |  |
| Intangibles, net of amortization |  |
| 109,598 111,103 |  |
| Other assets |  |
| 207,431 212,743 |  |
| Total assets | \$ |
| 737,104 706,981 |  |

Liabilities and Shareholder's Equity

| Current liabilities |
| :---: |
| 164,611 | 184,725

Long-term debt, less current maturities
181,124 124,572

Postretirement benefits other than pensions
222,554 219,717
Workers' compensation and other claims
101,350 105, 837
Other liabilities
83,333 83,790

Total liabilities
752,972
718,641
Shareholder's equity
$(15,868)$
$(11,660)$

Six Months Ended June 30
(In thousands)

$$
1997 \quad 1996
$$

Cash flows from operating activities:

Net cash provided (used) by operating activities

Cash flows from investing activities: Additions to property, plant and equipment

$$
(17,029) \quad(13,999)
$$

Proceeds from disposal of property, plant and equipment
2,174 2,522

Acquisitions including related contingent payments
(791) (746)
Other, net (496) 2,038

Net cash used by investing activities

Cash flows from financing activities:
Net additions to debt

| 56,025 | 17,731 |
| :--- | ---: |
| o) from - Burlington Gr |  |

Payments (to) from - Burlington Group/Brink's Group

Other share activity
$(4,301)$
$(8,482)$

Net cash provided by financing activities

$$
13,650 \quad 17,998
$$

Net increase (decrease) in cash and cash equivalents

728 (241)

Cash and cash equivalents at beginning of period 3,387 4,999

## The Pittston Company and Subsidiaries <br> CONSOLIDATED STATEMENTS OF OPERATIONS (Unaudited)

(In thousands, except
June $30 \quad$ Six Months Ended June 30 per share amounts)

19971996
1996

## Three Months Ended

## 1997

| Net sales |  |  | $\$ 157,812$ |  |
| :--- | ---: | ---: | ---: | ---: |
| 175,268 | 316,695 | 345,520 | $\$$ |  |
| Operating revenues <br> 582,119 | $1,291,135$ | $1,142,774$ | 668,342 |  |





Net income attributed to common shares
\$ 13, 761
25, 571 34, 201
43,126
Pittston Brink's Group:
Net income attributed to common shares

| 14,035 | 33,045 | 25,874 | $\$$ | 17,739 |
| :--- | :--- | :--- | :--- | :--- |

Net income per common share
.68

## Pittston Burlington Group:

Net (loss) income attributed to common
shares
3,175
12,507
8, 746
\$ $(1,913)$
\$ (.10)
(.10)(a)

| Primary | .16 | .65 |
| :--- | :---: | :---: |
| .46 |  |  |
| Fully diluted | .16 (a) | .65 (a) |

19,471
20,164

Primary

| Primary |  | 19,471 |  |
| :---: | :---: | :---: | :---: |
| 19,161 | 19,439 | 19,100 | 20,164 |
| Fully diluted |  |  |  |

Pittston Minerals Group:
Net (loss) income attributed to common
shares:
\$ $\quad(2,065)$
$2,065)$
4,745
2,019)

| Net (loss) income Primary | common s |  | \$ | (.26) |
| :---: | :---: | :---: | :---: | :---: |
| . 35 | (.25) | . 60 |  |  |
| Fully diluted |  |  |  | (.26) |
| . 27 | ( 25 ) (b) | . 57 |  |  |
| Average common shares outstanding: |  |  |  |  |
| Primary |  |  |  | 8,068 |
| 7,866 | 8,035 | 7,844 |  |  |
| Fully diluted |  |  |  | 9,903 |
| 9,947 | 9,878 | 9,969 |  |  |

See accompanying notes.
(a) Fully diluted net income per share is considered to be the same as primary since the effect of common stock equivalents was either antidilutive or insignificant.
(b) Fully diluted net income per share is considered to be the same as primary since the effect of common stock equivalents and the assumed conversion of preferred stock was either antidilutive or insignificant.

The Pittston Company and Subsidiaries CONDENSED CONSOLIDATED BALANCE SHEETS

| June 30 | December 31 |
| ---: | ---: | ---: |
| (In thousands ) | 1996 |

(Unaudited)
Assets
Current assets:
Cash and cash equivalents
$\$ 44,217$
\$ccounts receivable, net of estimated amounts uncollectible
475,859
504,628
Inventories and other current assets
145,729
Total current assets
710, 354
638,414
Property, plant and equipment, at cost, net of accumulated depreciation, depletion and amortization
604,007 540,851
ntangibles, net of amortization 300, 266
540, 851
317, 062
Other assets

| Liabilities and Shareholders' Equity |  |
| :---: | :---: |
| Current liabilities |  |
| \$ 592,043 | 588,691 |
| Long-term debt, less current maturities |  |
| 254,965 | 158,837 |
| Postretirement benefits other than pensions 229,913 226,697 |  |
|  |  |
| Workers' compensation and other claims |  |
| 112,747 | 116,893 |
| Other liabilities |  |
| 136,863 | 134,778 |


| Total liabilities <br> $1,326,531$ | $1,225,896$ |
| :---: | ---: |
| Shareholders' equity |  |
| 630,615 | 606,707 |



See accompanying notes.

The Pittston Company and Subsidiaries CONSOLIDATED STATEMENTS OF CASH FLOWS (Unaudited)
(In thousands)

## Six Months Ended June 30

1997 - 1996

Cash flows from operating activities:


Net cash provided by operating activities
85,542 67,827

Cash flows from investing activities:
Additions to property, plant and equipment $(82,236) \quad(78,004)$
Proceeds from disposal of property, plant and equipment
Aircraft heavy maintenance $(19,350) \quad(9,713)$
Acquisitions and related contingent payments, net of cash acquired
other, net
Net cash used by investing activities
$(144,986) \quad(76,245)$

Cash flows from financing activities:
Additions to debt
21,643
Reductions of debt

| Net cash provided by financing activities |  |
| ---: | ---: |
| 78,224 | 183 |

Net increase (decrease) in cash and cash equivalents
Cash and cash equivalents at beginning of period 41, 217

Cash and cash equivalents at end of period
\$ 59,997
44,588

See accompanying notes.

The Pittston Company and Subsidiaries

NOTES TO FINANCIAL INFORMATION
(1) The Company has three classes of common stock: Pittston Brink's Group Common Stock ("Brink's Stock"), Pittston Burlington Group Common Stock ("Burlington Stock") and Pittston Minerals Group Common Stock ("Minerals Stock"), which were designed to provide shareholders with separate securities reflecting the performance of the Pittston Brink's Group (the "Brink's Group"), Pittston Burlington Group (the "Burlington Group") and Pittston Minerals Group (the "Minerals Group"), respectively, without diminishing the benefits of remaining a single corporation or precluding future transactions affecting any of the Groups.

The financial information for the Minerals Group includes the results of the Coal and Minerals Ventures operations of the Company. It is prepared using the amounts included in the Company's consolidated financial statements. Accordingly, the Company's consolidated financial statements must be read in connection with the Minerals Group's financial data.
(2) In 1988, the trustees of certain pension and benefit trust funds (the "Trust Funds") established under collective bargaining agreements with the United Mine Workers of America ("UMWA") brought an action (the "Evergreen Case") against the Company and a number of its coal subsidiaries, claiming that the defendants were obligated to contribute to such Trust Funds in accordance with the provisions of the 1988 and subsequent National Bituminous Coal Wage Agreements, to which neither the Company nor any of its subsidiaries were a signatory. In 1993, the Company recognized in its consolidated financial statements the potential liability that might have resulted from an ultimate adverse judgement in the Evergreen Case.

In March 1996, a settlement was reached in the Evergreen Case. Under the terms of the settlement, the coal subsidiaries which had been signatories to earlier National Bituminous Coal Wage Agreements agreed to make various lump sum payments in full satisfaction of all amounts allegedly due to the Trust Funds through January 31, 1996, to be paid over time as follows: approximately $\$ 25.8$ million upon dismissal of the Evergreen Case and the remainder of $\$ 24$ million in installments of $\$ 7.0$ million in 1996 and $\$ 8.5$ million in each of 1997 and 1998. The first payment was entirely funded through an escrow account previously established by the Company. The second payment of $\$ 7.0$ million was paid in 1996 and was funded from cash provided by operating activities. The third payment of $\$ 7.0$ million is expected to be paid in August, 1997 and will be funded from cash provided by operating activities. In addition, the coal subsidiaries agreed to future participation in the UMWA 1974 Pension Plan.

As a result of the settlement of the Evergreen Case at an amount lower than previously accrued, the Company recorded a pretax gain of $\$ 35.7$ million ( $\$ 23.2$ million after tax) in the first quarter of 1996 in its consolidated financial statements and the financial statements of the Minerals Group.
(3) In 1996, the Minerals Group implemented a new accounting standard, Statement of Financial Accounting Standards ("SFAS") No. 121, "Accounting for the Impairment of Long- Lived Assets and for Long-Lived Assets to Be Disposed Of". SFAS No. 121 requires companies to review assets for impairment whenever circumstances indicate that the carrying amount of an asset may not be recoverable. SFAS No. 121 resulted in a pretax charge to earnings in the first quarter of 1996 for the Minerals Group's Coal operations of $\$ 29.9$ million ( $\$ 19.5$ million after tax) , of which $\$ 26.3$
million was included in cost of sales and $\$ 3.6$ million was included in selling, general and administrative expenses. Assets for which the impairment loss was recognized consisted of property, plant and equipment, advanced royalties and goodwill.
(4) During the three months ended June 30, 1997 and 1996, the Company purchased 13,000 shares (at a cost of $\$ 0.4$ million) and no shares, respectively, of Brink's Stock; no shares and 5,000 shares (at a cost of \$0.1 million), respectively, of Burlington Stock; and no shares of Minerals Stock under the share repurchase program authorized by the Board of Directors of the Company (the "Board"). During the six months ended June 30, 1997 and 1996, the Company purchased 166,000 shares (at a cost of $\$ 4.3$ million) and no shares, respectively, of Brink's Stock; 132,100 shares (at a cost of $\$ 2.6$ million) and 5,000 shares (at a cost of $\$ 0.1$ million), respectively, of Burlington Stock; and no shares of Minerals Stock under the share repurchase program.
(5) There were no Series C Cumulative Convertible Preferred Stock (the "Convertible Preferred Stock") repurchases during the quarter and six months ended June 30, 1997.

During the quarter and six months ended June 30, 1996, the Company purchased 10,600 shares of the Convertible Preferred Stock. Preferred dividends included on the Company's Statement of Operations for the quarter and six months ended June 30,1996 , are net of $\$ 1.1$ million which is the excess of the carrying amount of the Convertible Preferred Stock over the cash paid to holders of the stock.
(6) Certain prior period amounts have been reclassified to conform to the current period's financial statement presentation.
(7) Financial information for the Brink's Group, which includes the results of the Company's Brink's, Incorporated and Brink's Home Security, Inc. businesses, and the Burlington Group, which includes the results of the Company's Burlington Air Express Inc. business, is available upon request.

