

SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

FORM 10-Q

QUARTERLY REPORT UNDER SECTION 13 OR 15(d)

OF THE SECURITIES EXCHANGE ACT OF 1934

FOR QUARTER ENDED
SEPTEMBER 30, 1996

COMMISSION FILE NO. 0-3134

PARK-OHIO INDUSTRIES, INC.

(EXACT NAME OF REGISTRANT AS SPECIFIED IN ITS CHARTER)

OHIO
(State or other jurisdiction of
incorporation or organization)34-6520107
(I.R.S. Employer
Identification No.)23000 EUCLID AVENUE
CLEVELAND, OHIO44117
(Zip Code)

(Address of principal executive offices)

Registrant's telephone number, including
area code

216/692-7200

Indicate by check mark whether the registrant:

- (1) Has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding twelve 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

Number of shares outstanding of registrant's Common Stock, par value \$1.00 per share, as of October 31, 1996: 10,995,498 including 562,500 shares held in escrow.

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CONSOLIDATED CONDENSED BALANCE SHEETS
PARK-OHIO INDUSTRIES, INC. AND SUBSIDIARIES

| | (Unaudited) September 30 1996 | December 31 1995 |
|--|-------------------------------------|---------------------|
| | ----- | ----- |
| | (In Thousands) | |
| ASSETS | | |
| Current Assets | | |
| Cash and cash equivalents | \$ 2,232 | \$ 2,662 |
| Accounts receivable, less allowances for doubtful accounts of \$1,128,000 at September 30, 1996 and \$787,000 at December 31, 1995 | 59,761 | 55,121 |
| Inventories | 80,128 | 80,702 |
| Deferred taxes | 8,000 | 8,000 |
| Other current assets | 4,967 | 3,935 |
| | ----- | ----- |
| Total Current Assets | 155,088 | 150,420 |
| Property, Plant and Equipment | 102,605 | 94,117 |
| Less accumulated depreciation | 53,690 | 49,691 |
| | ----- | ----- |
| | 48,915 | 44,426 |
| Other Assets | | |
| Excess purchase price over net assets acquired, net | 41,756 | 41,991 |
| Net assets of discontinued operations | -0- | 33,694 |
| Deferred taxes | 5,700 | 15,400 |
| Other | 21,169 | 15,816 |
| | ----- | ----- |

| | | |
|---|-----------|-----------|
| | \$272,628 | \$301,747 |
| | ===== | ===== |
| LIABILITIES AND SHAREHOLDERS' EQUITY | | |
| Current Liabilities | | |
| Trade accounts payable | \$ 25,098 | \$ 30,859 |
| Accrued expenses | 17,895 | 17,013 |
| Current portion of long-term liabilities | 6,955 | 5,829 |
| | ----- | ----- |
| Total Current Liabilities | 49,948 | 53,701 |
| Long-Term Liabilities, less current portion | | |
| Long-term debt | 49,847 | 92,450 |
| Other postretirement benefits | 28,718 | 30,562 |
| Other | 6,983 | 6,845 |
| | ----- | ----- |
| | 85,548 | 129,857 |
| Convertible Senior Subordinated Debentures | 22,235 | 22,235 |
| Shareholders' Equity | | |
| Capital stock, par value \$1 a share: | | |
| Serial Preferred Stock | -0- | -0- |
| Common Stock | 10,408 | 10,402 |
| Additional paid-in capital | 49,234 | 49,184 |
| Retained earnings | 55,255 | 36,368 |
| | ----- | ----- |
| | 114,897 | 95,954 |
| | ----- | ----- |
| | \$272,628 | \$301,747 |
| | ===== | ===== |

Note: The balance sheet at December 31, 1995 has been derived from the audited financial statements at that date, but does not include all of the information and footnotes required by generally accepted accounting principles for complete financial statements. Certain amounts have been reclassified for comparative purposes.

See notes to consolidated condensed financial statements.

CONSOLIDATED CONDENSED STATEMENTS OF INCOME (UNAUDITED)
PARK-OHIO INDUSTRIES, INC. AND SUBSIDIARIES
(In Thousands - Except Per Share Data)

| | Three Months Ended September 30 | | Nine Months Ended September 30 | |
|---|------------------------------------|----------|-----------------------------------|-----------|
| | 1996 | 1995 | 1996 | 1995 |
| | ---- | ---- | ---- | ---- |
| Net sales | \$ 79,750 | \$77,164 | \$ 261,297 | \$207,806 |
| Cost of products sold | 66,706 | 65,616 | 217,293 | 173,104 |
| | ----- | ----- | ----- | ----- |
| Gross profit | 13,044 | 11,548 | 44,004 | 34,702 |
| Selling, general and administrative expenses | 9,482 | 7,522 | 28,314 | 21,244 |
| Interest expense | 1,627 | 1,772 | 5,478 | 4,046 |
| Investment (Income) | (1,521) | -0- | (1,521) | -0- |
| | ----- | ----- | ----- | ----- |
| Income from continuing operations before income taxes | 3,456 | 2,254 | 11,733 | 9,412 |

| | | | | |
|--|-----------|----------|-----------|-----------|
| Income taxes | 1,343 | 195 | 4,488 | 436 |
| | ----- | ----- | ----- | ----- |
| Income from continuing operations | 2,113 | 2,059 | 7,245 | 8,976 |
| Income from discontinued operations, net of tax in 1996 | 8,817 | 956 | 11,642 | 2,600 |
| | ----- | ----- | ----- | ----- |
| Net Income | \$ 10,930 | \$ 3,015 | \$ 18,887 | \$ 11,576 |
| | ===== | ===== | ===== | ===== |
| Primary earnings per share: | | | | |
| Continuing operations | \$.19 | \$.19 | \$.66 | \$.89 |
| Discontinued operations | .81 | .09 | 1.06 | .26 |
| | ----- | ----- | ----- | ----- |
| Net income | \$ 1.00 | \$.28 | \$ 1.72 | \$ 1.15 |
| | ===== | ===== | ===== | ===== |
| Common shares used in the computation | 10,924 | 10,799 | 10,977 | 10,040 |
| | ===== | ===== | ===== | ===== |

See notes to consolidated condensed financial statements.

CONSOLIDATED CONDENSED STATEMENTS
OF CASH FLOWS (UNAUDITED)
PARK-OHIO INDUSTRIES, INC. AND SUBSIDIARIES
(In Thousands)

| | | |
|---|-----------------------------------|-----------|
| | Nine Months Ended September 30 | |
| | ----- | ----- |
| | 1996 | 1995 |
| | ---- | ---- |
| OPERATING ACTIVITIES | | |
| Net income | \$ 18,887 | \$ 11,576 |
| Adjustments to reconcile net income to net cash provided (used) by continuing operations: | | |
| Discontinued operations | (11,642) | (2,600) |
| Depreciation and amortization | 5,512 | 4,859 |
| Deferred taxes from continuing operations | 4,000 | -0- |
| Gain on sales of investments | (1,521) | -0- |
| | ----- | ----- |
| | 15,236 | 13,835 |
| Changes in operating assets and liabilities of continuing operations excluding acquisitions of businesses: | | |
| Accounts receivable | (1,524) | (4,214) |
| Inventories and other current assets | (346) | (13,787) |
| Accounts payable and accrued expenses | (8,320) | (1,665) |
| Other | (6,755) | (3,459) |
| | ----- | ----- |
| Net Cash(Used) by Continuing Operations | (1,709) | (9,290) |
| Net Cash Provided by Discontinued Operations | 1,474 | 1,325 |
| | ----- | ----- |
| Net Cash (Used) by Operations | (235) | (7,965) |
| INVESTING ACTIVITIES | | |
| Purchases of property, plant and equipment, net | (8,600) | (10,045) |
| Cost of acquisitions, net of cash acquired | -0- | (33,383) |
| Investments | (4,763) | -0- |
| Proceeds from sales of investments | 6,065 | -0- |
| Proceeds from sale of discontinued operation | 48,522 | -0- |
| | ----- | ----- |
| Net Cash Provided (Used) by Investing Activities | 41,224 | (43,428) |

FINANCING ACTIVITIES

| | | |
|--|----------|----------|
| Proceeds from bank arrangements for acquisitions | -0- | 66,202 |
| Proceeds from bank arrangements for operations | 9,500 | 18,765 |
| Payments on bank borrowings | (50,976) | (216) |
| Payments on acquired debt | -0- | (32,819) |
| Issuance of common stock under stock option plan | 57 | -0- |
| | ----- | ----- |
| Net Cash (Used) Provided by Financing Activities | (41,419) | 51,932 |
| (Decrease) Increase in Cash and Cash Equivalents | (430) | 539 |
| Cash and Cash Equivalents at Beginning of Period | 2,662 | 2,172 |
| | ----- | ----- |
| Cash and Cash Equivalents at End of Period | \$ 2,232 | \$ 2,711 |
| | ===== | ===== |

See notes to consolidated condensed financial statements

NOTES TO CONSOLIDATED CONDENSED FINANCIAL STATEMENTS (UNAUDITED)
PARK-OHIO INDUSTRIES, INC. AND SUBSIDIARIES
September 30, 1996

NOTE A - BASIS OF PRESENTATION

The accompanying unaudited consolidated condensed financial statements have been prepared in accordance with generally accepted accounting principles for interim financial information and with the instructions to Form 10-Q and Article 10 of Regulation S-X. Accordingly, they do not include all of the information and footnotes required by generally accepted accounting principles for complete financial statements. In the opinion of management, all adjustments (consisting of normal recurring accruals) considered necessary for a fair presentation have been included. Operating results for the three and nine-month periods ended September 30, 1996 are not necessarily indicative of the results that may be expected for the year ending December 31, 1996. For further information, refer to the consolidated financial statements and footnotes thereto included in the Company's Annual Report on Form 10-K for the year ended December 31, 1995. Certain amounts for the prior periods have been reclassified for comparative purposes.

NOTE B - ACQUISITION OF RB&W CORPORATION

On March 31, 1995, the Company acquired all of the shares of RB&W Corporation (RB&W) in exchange for 2,023,000 shares of the Company's common stock (\$11.50 market value as of March 31, 1995) and cash of \$30,968,000. The transaction has been accounted for as a purchase.

The table below reflects the fair value of the net assets acquired of RB&W:

| | |
|--|----------------|
| | (In thousands) |
| Cash | \$ 510 |
| Accounts receivable | 29,551 |
| Inventories | 36,131 |
| Property, plant and equipment | 5,591 |
| Excess purchase price over net assets acquired | 25,596 |
| Deferred tax assets | 13,300 |
| Other assets | 12,620 |
| Notes payable | (28,739) |
| Trade accounts payable | (21,524) |
| Accrued expenses | (9,172) |
| Long-term liabilities | (9,622) |
| | ----- |
| Total Cost of Acquisition | \$ 54,242 |
| | ===== |

The following unaudited pro forma results of continuing operations assume the acquisition occurred on January 1, 1995. These pro forma results have been prepared for comparative purposes only and do not purport to be indicative of the results of continuing operations which actually would have resulted had the acquisition occurred on the date indicated.

| | Nine Months Ended September 30, 1995 ----- (In thousands- Except Per share data) |
|--|--|
| Net sales | \$ 254,838 |
| Gross Profit | 38,655 |
| Income from continuing operations | 7,960 |
| Income from continuing operations per common share | \$.73 |

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NOTE C - INVENTORIES

The components of inventory consist of the following:

| | September 30 1996 ----- (In thousands) | December 31 1995 ----- (In thousands) |
|-------------------------------|---|--|
| In process and finished goods | \$59,603 | \$58,215 |
| Raw materials and supplies | 20,525 | 22,487 |
| | ----- | ----- |
| | \$80,128 | \$80,702 |
| | ===== | ===== |

NOTE D - INCOME TAXES

Effective December 31, 1995, the Company recorded the deferred tax assets relating to anticipated future income tax benefits from utilization of net operating loss carryforwards. As a result, as of January 1, 1996, the Company began to fully provide for Federal income taxes. Income tax expense from continuing operations for the three and nine-months periods ended September 30, 1995 was reduced by \$766,000 and \$3,200,000, respectively due to the utilization of net operating loss carryforwards.

NOTE E - SHAREHOLDERS' EQUITY

Capital stock consists of the following:

Serial Preferred Stock:

Authorized - 632,470 shares; none issued

Common Stock:

Authorized - 20,000,000 shares

Issued and outstanding - 10,407,998 shares at September 30, 1996 and 10,401,831 at December 31, 1995. The increase in outstanding shares results from the issuance of 6,167 common shares upon the exercise of stock options.

NOTE F - NET INCOME PER COMMON SHARE

Net income per common share is based on the average number of common shares outstanding and assumes the exercise of outstanding dilutive stock options and the issuance of certain additional shares subject to earn-out provisions. On a fully diluted basis, both net income and common shares outstanding are adjusted to assume the conversion of the convertible senior subordinated debentures. Fully diluted earnings per share were as follows for the three and nine-month periods ended September 30, 1996 and September 30, 1995, respectively.

| | Three Months Ended September 30 | | Nine Months Ended September 30 | |
|--|------------------------------------|---------------|-----------------------------------|----------------|
| | 1996 | 1995 | 1996 | 1995 |
| Continuing operations | \$.20 | \$.20 | \$.66 | \$.91 |
| Discontinued operations | .73 | .08 | .96 | .23 |
| Net Income | <u>\$.93</u> | <u>\$.28</u> | <u>\$ 1.62</u> | <u>\$ 1.14</u> |
| Common shares used in the computation | <u>12,075</u> | <u>11,950</u> | <u>12,128</u> | <u>11,191</u> |

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NOTE G - SALE OF BENNETT INDUSTRIES

On July 31, 1996, the Company completed the sale of substantially all of the assets of Bennett Industries, Inc. ("Bennett"), a wholly-owned subsidiary which manufactures plastic containers, to North American Packaging Corporation, an indirect wholly-owned subsidiary of Southcorp Holdings Limited, an Australian company, for approximately \$50 million in cash, resulting in a pretax gain of approximately \$14 million recognized in the third quarter of 1996. The results of operations and changes in cash flows for Bennett have been classified as discontinued operations for all periods presented in the related consolidated condensed statements of income and the consolidated condensed statements of cash flows, respectively. Interest expense has been allocated to discontinued operations based on the ratio of net assets discontinued to the total net assets of the consolidated entity plus consolidated debt. The assets and liabilities of Bennett have been classified in the consolidated condensed balance sheets as net assets of discontinued operations at December 31, 1995. The Company now operates in two industry segments: manufactured products and logistics.

Summary operating results of the discontinued operations, excluding the above gain, for the three and nine-month periods ended September 30, 1996 and September 30, 1995 were as follows:

| | Three Months Ended September 30 | | Nine Months Ended September 30 | |
|--|------------------------------------|---------------|-----------------------------------|-----------------|
| | 1996 | 1995 | 1996 | 1995 |
| Sales | \$ 7,897 | \$21,452 | \$49,448 | \$63,040 |
| Costs and Expenses | <u>7,481</u> | <u>20,496</u> | <u>44,502</u> | <u>60,440</u> |
| Income from discontinued operations before income taxes | 416 | 956 | 4,946 | 2,600 |
| Income taxes | <u>115</u> | <u>-0-</u> | <u>1,820</u> | <u>-0-</u> |
| Net income from discontinued operations | <u>\$ 301</u> | <u>\$ 956</u> | <u>\$ 3,126</u> | <u>\$ 2,600</u> |

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Board of Directors and Shareholders
Park-Ohio Industries, Inc.

We have reviewed the accompanying consolidated condensed balance sheet of Park-Ohio Industries, Inc. and subsidiaries as of September 30, 1996, and the related consolidated condensed statements of income for the three-month and nine-month periods ended September 30, 1996 and 1995, and the consolidated condensed statements of cash flows for the nine-month periods ended September 30, 1996 and 1995. These financial statements are the responsibility of the Company's management.

We conducted our reviews 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, which will be performed for the full year with the objective of expressing an opinion regarding the financial statements taken as a whole. Accordingly, we do not express such an opinion.

Based on our reviews, we are not aware of any material modifications that should be made to the accompanying consolidated condensed financial statements referred to above for them to be in conformity with generally accepted accounting principles.

We have previously audited, in accordance with generally accepted auditing standards, the consolidated balance sheet of Park-Ohio Industries, Inc. and subsidiaries as of December 31, 1995, and the related consolidated statements of income, shareholders' equity, and cash flows for the year then ended, not presented herein, and in our report dated February 22, 1996, we expressed an unqualified opinion on those consolidated financial statements. In our opinion, the information set forth in the accompanying consolidated condensed balance sheet as of December 31, 1995, is fairly stated, in all material respects, in relation to the consolidated balance sheet from which it has been derived.

/s/ Ernst & Young LLP

October 18, 1996
Cleveland, Ohio

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MANAGEMENT'S DISCUSSION

RESULTS OF OPERATIONS FIRST NINE MONTHS 1996 VERSUS FIRST NINE MONTHS 1995

On July 31, 1996, substantially all of the assets of Bennett Industries, Inc., a wholly-owned subsidiary of the Company, which manufactures plastic containers, were sold to North American Packaging Corporation, an indirect wholly-owned subsidiary of Southcorp Holding Limited of Australia for approximately \$50 million in cash. Accordingly, the results of operations and changes in cash flows of Bennett have been classified as discontinued operations for all periods presented in the consolidated condensed statements of income and cash flows. The assets and liabilities of Bennett have been classified in the consolidated condensed balance sheets as net assets of discontinued operations at December 31, 1995. The Company now operates in two industry segments: manufactured products and logistics.

Effective March 31, 1995, the Company acquired all of the shares of RB&W Corporation (RB&W) in exchange for \$31 million in cash and 2.0 million of its common shares in a transaction valued at \$54.2 million. The combination has been accounted for as a purchase and, accordingly, the operations of RB&W are included in the consolidated financial statements as of that date. The metal forming business of RB&W is included within the manufactured products segment, and the supply chain management business comprises the Company's logistics segment.

Net sales from continuing operations increased by \$53.5 million or 26% in the first nine months of 1996 from the corresponding period of the prior year. Of the sales increase, approximately \$47 million pertains to incorporating RB&W in

the consolidated results for the entire nine months of 1996 with the remainder pertaining to acquisitions made subsequent to the second quarter of 1995.

Gross profit from continuing operations rose to \$44.0 million in the current period from \$34.7 million in the first nine months of 1995. RB&W accounted for approximately 85% of the increase while acquisitions made subsequent to the second quarter of 1995 accounted for the remainder. Consolidated gross margins were 16.8% of sales in the current period and 16.7% in the first nine months of 1995.

Selling, general and administrative costs from continuing operations increased by 33% in the current period primarily as a result of incorporating RB&W into the consolidated results for the entire first nine months of 1996. Of the total increase of \$7.1 million, 62% pertains to RB&W and the remainder to increased sales, one time charges related to the installation of new systems, start-up costs related to the Company's cap and vial business and to other companies acquired during 1995. As a percentage of sales, consolidated selling, general and administrative costs accounted for 10.8% of the sales dollar in the current period and 10.2% in the corresponding period of the prior year.

Interest expense from continuing operations increased by \$1.4 million in the current period due to higher levels of debt outstanding during the period. Average debt outstanding for the period increased from \$84.6 million in 1995 to \$109.9 million in 1996. The increase in borrowings was caused by the acquisition of RB&W as of April 1, 1995, and higher levels of revolving credit debt to support increased sales and production. Interest rates for the period are approximately the same as in the first nine months of 1995.

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As of December 31, 1995, the Company recorded the deferred tax assets relating to anticipated future income tax benefits from utilization of net operating loss carryforwards. As a result, as of January 1, 1996, the Company began to fully provide for Federal income taxes. At December 31, 1995, the Company had net operating loss carryforwards for tax purposes of approximately \$16.0 million available to offset future taxable income. During 1996, as a result of the gain on the sale of Bennett Industries, it is expected that the entire amount of net operating loss carryforwards will be utilized. Additionally, a subsidiary of the Company has net operating loss carryforwards for tax purposes of approximately \$10.0 million, subject to certain limitations. For financial reporting purposes, the Company has additional net operating loss carryforwards relating to deductible temporary differences, the most significant of which relates to other postretirement benefits. Federal income tax expense from continuing operations for the 1995 period was reduced by \$3.2 million due to the utilization of net operating loss carryforwards.

THIRD QUARTER 1996 VERSUS THIRD QUARTER 1995

Net sales from continuing operations increased by \$2.6 million or 3% in the current period from the corresponding period of the prior year. The increase in sales pertains to companies acquired subsequent to the second quarter of 1995.

Gross profit from continuing operations rose to \$13.0 million in the current period from \$11.5 million in the third quarter of 1995 and is primarily attributable to internal growth. Consolidated gross margins were approximately 16% in the current period as compared to 15% in the corresponding period of the prior year.

Selling, general, and administrative costs from continuing operations increased by 26% in the period and is primarily due to increased sales, one time charges related to the installation of new systems, start-up costs related to the Company's cap and vial system and to businesses acquired in or after the third quarter of 1995. As a percentage of sales, consolidated selling, general and administrative costs approximated 12% in the current period versus 10% in the third quarter of 1995.

During the current period, the Company realized a gain on the sale of securities of approximately \$1.5 million.

Interest expense from continuing operations decreased by \$145 thousand in the third quarter of 1996 due to lower levels of debt outstanding during the period. During the period the Company applied the proceeds from the sale of its container division to pay down outstanding revolving credit debt. Average debt outstanding for the period decreased from \$109.9 million in 1995 to \$89.8 million in 1996. Interest rates for both periods are approximately the same.

LIQUIDITY AND SOURCES OF CAPITAL

Current financial resources (working capital and available bank borrowing arrangements) and anticipated funds from continuing operations are expected to be adequate to meet current cash requirements, including capital expenditures. The Company's recent growth has largely been fueled by acquisitions. In the event additional capital resources are needed for other opportunities in the near future, the Company believes adequate financing is either in place or would be available. In addition, on July 31, 1996 the Company applied the net proceeds from the sale of Bennett (approximately \$50 million) to reduce outstanding bank borrowings. The Company currently has in place a \$125 million bank agreement of which \$53.7 million is borrowed as of October 31, 1996.

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During the nine-month period ended September 30, 1996, the Company generated \$15.2 million from continuing operations before changes in operating assets and liabilities. After giving effect to the use of \$16.9 million in the operating accounts and \$1.5 million provided from discontinued operations, the Company used \$235 thousand in operating activities. This amount coupled with capital expenditures of \$8.6 million was funded by bank borrowings of \$9.5 million.

REVIEW BY INDEPENDENT ACCOUNTANTS

The condensed consolidated financial statements at September 30, 1996, and for the three-month and nine-month periods then ended have been reviewed, prior to filing, by Ernst & Young LLP, the Company's independent accountants, and their report is included herein.

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PART II

OTHER INFORMATION

ITEM 4. SUBMISSION OF MATTERS TO A VOTE OF SECURITY HOLDERS

There were no matters submitted to a vote of security holders during the third quarter of 1996.

ITEM 6. EXHIBITS AND REPORTS ON FORM 8-K

The following exhibits are included herein:

- (11) Computation of net income per common share
- (15) Letter re: unaudited financial information
- (27) Financial data schedule (Electronic Filing Only)

The Company did not file any reports on Form 8-K during the three months ended September 30, 1996.

SIGNATURE

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

(Registrant)

By /s/ J.S. WALKER

Name: J.S. Walker
Title: Vice President and Chief
Financial Officer

Dated November 14, 1996

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EXHIBIT INDEX

QUARTERLY REPORT ON FORM 10-Q

PARK-OHIO INDUSTRIES, INC. AND SUBSIDIARIES
FOR THE QUARTER ENDED SEPTEMBER 30, 1996

Exhibit

| | |
|----|--|
| 11 | Computation of net income per common share |
| 15 | Letter re: unaudited financial information |
| 27 | Financial data schedule (Electronic filing only) |

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