

UNITED STATES
SECURITIES AND EXCHANGE COMMISSION

WASHINGTON, D.C. 20549

FORM 10-Q

Quarterly Report pursuant to Section 13 or 15(d)
of the Securities Exchange Act of 1934

For the Quarterly Period Ended September 30, 2017

Commission File No. 01-15725

Alpha Pro Tech, Ltd.
(exact name of registrant as specified in its charter)

Delaware, U.S.A.
(State or other jurisdiction of incorporation)

63-1009183
(I.R.S. Employer Identification No.)

60 Centurian Drive, Suite 112
Markham, Ontario, Canada
(Address of principal executive offices)

L3R 9R2
(Zip Code)

Registrant's telephone number, including area code: (905) 479-0654

Indicate by check mark whether the registrant: (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (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 No

Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T (§232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files). Yes No

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, smaller reporting company, or an emerging growth company. See the definitions of "large accelerated filer," "accelerated filer," "smaller reporting company," and "emerging growth company" in Rule 12b-2 of the Exchange Act.

Large accelerated filer Accelerated filer Non-accelerated filer Smaller reporting company

Emerging growth company

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act). Yes No

Indicate the number of shares outstanding of each of the issuer's classes of common stock, as of the latest practicable date.

<u>Class</u>	<u>Outstanding November 3, 2017</u>
Common Stock, \$0.01 par value	15,155,523 shares

Alpha Pro Tech, Ltd.

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Alpha Pro Tech, Ltd.

PART I. FINANCIAL INFORMATION

ITEM 1. FINANCIAL STATEMENTS

Condensed Consolidated Balance Sheets (Unaudited)

	<u>September 30,</u> <u>2017</u>	<u>December 31,</u> <u>2016 (1)</u>
Assets		
Current assets:		
Cash	\$ 8,968,000	\$ 9,456,000
Investments	252,000	607,000
Accounts receivable, net of allowance for doubtful accounts of \$83,000 and \$67,000 as of September 30, 2017 and December 31, 2016, respectively	5,445,000	4,648,000
Accounts receivable, unconsolidated affiliate	450,000	174,000
Inventories	9,464,000	10,994,000
Prepaid expenses and other current assets	3,092,000	3,346,000
Deferred income tax assets	-	438,000
Total current assets	<u>27,671,000</u>	<u>29,663,000</u>
Property and equipment, net	3,001,000	2,646,000
Goodwill	55,000	55,000
Definite-lived intangible assets, net	23,000	34,000
Equity investments in unconsolidated affiliate	3,877,000	3,538,000
Total assets	<u>\$ 34,627,000</u>	<u>\$ 35,936,000</u>
Liabilities and Shareholders' Equity		
Current liabilities:		
Accounts payable	\$ 1,048,000	\$ 1,005,000
Accrued liabilities	977,000	1,460,000
Total current liabilities	<u>2,025,000</u>	<u>2,465,000</u>
Deferred income tax liabilities	256,000	807,000
Total liabilities	<u>2,281,000</u>	<u>3,272,000</u>
Commitments		
Shareholders' equity:		
Common stock, \$.01 par value: 50,000,000 shares authorized; 14,583,315 and 15,411,556 shares outstanding as of September 30, 2017 and December 31, 2016, respectively	146,000	154,000
Additional paid-in capital	6,600,000	9,990,000
Accumulated other comprehensive loss	(447,000)	(204,000)
Retained earnings	26,047,000	22,724,000
Total shareholders' equity	<u>32,346,000</u>	<u>32,664,000</u>
Total liabilities and shareholders' equity	<u>\$ 34,627,000</u>	<u>\$ 35,936,000</u>

(1) The condensed consolidated balance sheet as of December 31, 2016 has been prepared using information from the audited consolidated balance sheet as of that date.

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See accompanying Notes to Condensed Consolidated Financial Statements (Unaudited).

Condensed Consolidated Statements of Income (Unaudited)

	For the Three Months Ended September 30,		For the Nine Months Ended September 30,	
	2017	2016	2017	2016
Net sales	\$ 12,049,000	\$ 11,779,000	\$ 34,082,000	\$ 36,334,000
Cost of goods sold, excluding depreciation and amortization	7,337,000	7,263,000	20,589,000	23,032,000
Gross profit	4,712,000	4,516,000	13,493,000	13,302,000
Operating expenses:				
Selling, general and administrative	3,450,000	3,158,000	10,269,000	9,950,000
Depreciation and amortization	147,000	153,000	426,000	425,000
Total operating expenses	3,597,000	3,311,000	10,695,000	10,375,000
Income from operations	1,115,000	1,205,000	2,798,000	2,927,000
Other income:				
Equity in income of unconsolidated affiliate	105,000	242,000	339,000	433,000
Gain on sale of property	385,000	-	385,000	-
Interest income, net	1,000	1,000	3,000	3,000
Total other income	491,000	243,000	727,000	436,000
Income before provision for income taxes	1,606,000	1,448,000	3,525,000	3,363,000
Provision for income taxes	503,000	429,000	1,068,000	1,040,000
Net income	\$ 1,103,000	\$ 1,019,000	\$ 2,457,000	\$ 2,323,000
Basic earnings per common share	\$ 0.07	\$ 0.06	\$ 0.16	\$ 0.14
Diluted earnings per common share	\$ 0.07	\$ 0.06	\$ 0.16	\$ 0.14
Basic weighted average common shares outstanding	14,732,173	16,695,059	14,962,606	17,190,073
Diluted weighted average common shares outstanding	14,933,426	16,706,532	15,075,940	17,190,073

See accompanying Notes to Condensed Consolidated Financial Statements (Unaudited).

Alpha Pro Tech, Ltd.

Condensed Consolidated Statements of Comprehensive Income (Unaudited)

	For the Three Months Ended		For the Nine Months Ended	
	September 30,		September 30,	
	2017	2016	2017	2016
Net income	\$ 1,103,000	\$ 1,019,000	\$ 2,457,000	\$2,323,000
Other comprehensive income (loss):				
Change in unrealized gain (loss) on marketable securities, net of tax	(208,000)	28,000	(243,000)	(50,000)
Comprehensive income	\$ 895,000	\$ 1,047,000	\$ 2,214,000	\$2,273,000

See accompanying Notes to Condensed Consolidated Financial Statements (Unaudited).

Alpha Pro Tech, Ltd.

Condensed Consolidated Statement of Shareholders' Equity (Unaudited)

For the Nine Months Ended September 30, 2017

	Common Stock		Additional Paid-in Capital	Accumulated Other Comprehensive Loss	Retained Earnings	Total
	Shares	Amount				
Balance as of December 31, 2016	15,411,556	\$ 154,000	\$ 9,990,000	\$ (204,000)	\$ 22,724,000	\$ 32,664,000
Common stock repurchased and retired	(898,242)	(9,000)	(2,892,000)	-	-	(2,901,000)
Stock-based compensation expense	-	-	244,000	-	-	244,000
Options exercised	70,001	1,000	124,000	-	-	125,000
Net income	-	-	-	-	2,457,000	2,457,000
Other comprehensive loss	-	-	-	(243,000)	-	(243,000)
Cumulative-effect adjustment of change in accounting for stock-based compensation	-	-	(866,000)	-	866,000	-
Balance as of September 30, 2017	<u>14,583,315</u>	<u>\$ 146,000</u>	<u>\$ 6,600,000</u>	<u>\$ (447,000)</u>	<u>\$ 26,047,000</u>	<u>\$ 32,346,000</u>

See accompanying Notes to Condensed Consolidated Financial Statements (Unaudited).

Alpha Pro Tech, Ltd.

Condensed Consolidated Statements of Cash Flows (Unaudited)

	For the Nine Months Ended	
	September 30,	
	2017	2016
Cash Flows From Operating Activities:		
Net income	\$ 2,457,000	\$ 2,323,000
Adjustments to reconcile net income to net cash provided by operating activities:		
Stock-based compensation expense	244,000	115,000
Depreciation and amortization	426,000	425,000
Equity in income of unconsolidated affiliate	(339,000)	(433,000)
Gain on sale of property	(385,000)	-
Changes in assets and liabilities:		
Accounts receivable, net	(797,000)	(1,953,000)
Accounts receivable, unconsolidated affiliate	(276,000)	(11,000)
Inventories	1,530,000	4,544,000
Prepaid expenses and other current assets	254,000	191,000
Accounts payable and accrued liabilities	(440,000)	815,000
Net cash provided by operating activities	<u>2,674,000</u>	<u>6,016,000</u>
Cash Flows From Investing Activities:		
Purchase of property and equipment	(923,000)	(212,000)
Proceeds from sale of property	537,000	-
Purchase of marketable securities	-	(41,000)
Net cash used in investing activities	<u>(386,000)</u>	<u>(253,000)</u>
Cash Flows From Financing Activities:		
Repurchase of common stock	(2,901,000)	(3,689,000)
Proceeds from exercise of stock options	125,000	17,000
Net cash used in financing activities	<u>(2,776,000)</u>	<u>(3,672,000)</u>
Increase (decrease) in cash	(488,000)	2,091,000
Cash, beginning of the period	<u>9,456,000</u>	<u>9,681,000</u>
Cash, end of the period	<u>\$ 8,968,000</u>	<u>\$ 11,772,000</u>

See accompanying Notes to Condensed Consolidated Financial Statements (Unaudited).

Alpha Pro Tech, Ltd.

Notes to Condensed Consolidated Financial Statements (Unaudited)

1. The Company

Alpha Pro Tech, Ltd. ("Alpha Pro Tech" or the "Company") is in the business of protecting people, products and environments. The Company accomplishes this by developing, manufacturing and marketing a line of building supply products for the new home and re-roofing markets; a line of disposable protective apparel for the cleanroom, industrial and pharmaceutical markets; and a line of infection control products for the medical and dental markets.

The Building Supply segment consists of construction weatherization products, such as housewrap and synthetic roof underlayment, as well as other woven material.

The Disposable Protective Apparel segment consists of a complete line of shoecovers, bouffant caps, coveralls, gowns, frocks and lab coats.

The Infection Control segment consists of a line of face masks and eye shields.

The Company's products are sold under the "Alpha Pro Tech" brand name and under private label, and are predominantly sold in the United States of America ("US").

2. Basis of Presentation

The interim financial information included herein is unaudited; however, the information reflects all adjustments (consisting of normal recurring adjustments) that are, in the opinion of management, necessary for the fair presentation of the consolidated financial position, results of operations and cash flows for the interim periods. These interim condensed consolidated financial statements have been prepared in accordance with the rules and regulations of the Securities and Exchange Commission ("SEC") and, therefore, omit certain information and note disclosures necessary to present the statements in accordance with US generally accepted accounting principles ("US GAAP"). The interim condensed consolidated financial statements should be read in conjunction with the Company's current year SEC filings on Form 10-Q and Form 8-K, as well as the consolidated financial statements for the year ended December 31, 2016, which are included in the Company's Annual Report on Form 10-K (the "2016 Form 10-K"), which was filed on March 8, 2017. The results of operations for the nine months ended September 30, 2017 reported in this Form 10-Q are not necessarily indicative of the results to be expected for the full year. The condensed consolidated balance sheet as of December 31, 2016 was prepared using information from the audited consolidated balance sheet contained in the 2016 Form 10-K and does not include all disclosures required by US GAAP for annual consolidated financial statements.

3. Stock-Based Compensation

The Company maintains a stock option plan under which the Company may grant incentive stock options and non-qualified stock options to employees and non-employee directors. Stock options have been granted with exercise prices at or above the fair market value of the underlying shares of common stock on the date of grant. Options vest and expire according to terms established at the grant date.

The Company records compensation expense for the fair value of stock-based awards determined as of the grant date, including employee stock options.

For the nine months ended September 30, 2017, 25,000 stock options were granted under the Company's option plan. For the nine months ended September 30, 2016, 810,000 stock options were granted under the Company's option plan. The Company recognized \$244,000 and \$115,000 in stock-based compensation expense for the nine months ended September 30, 2017 and 2016, respectively, related to the vesting of previously issued options.

Stock options to purchase 999,999 shares of common stock were outstanding as of September 30, 2017,

Alpha Pro Tech, Ltd.

Notes to Condensed Consolidated Financial Statements (Unaudited)

and stock options to purchase 1,065,000 shares of common stock were outstanding as of December 31, 2016.

The Company uses the Black-Scholes option-pricing model to value the options. The Company uses historical data to estimate the life of the options. The risk-free interest rate for periods within the contractual life of the award is based on the US Treasury yield curve in effect at the time of grant. The estimated volatility is based on historical volatility and management's expectations of future volatility. The Company uses an estimated dividend payout of zero, as the Company has not paid dividends in the past and, at this time, does not expect to do so in the future.

The following table summarizes stock option activity for the nine months ended September 30, 2017:

	Shares	Weighted Average Exercise Price Per Option
Options outstanding, December 31, 2016	1,065,000	\$ 2.06
Granted to employees and non-employee directors	25,000	3.66
Exercised	(70,001)	1.78
Canceled/expired/forfeited	(20,000)	1.58
Options outstanding, September 30, 2017	<u>999,999</u>	2.13
Options exercisable, September 30, 2017	<u>330,000</u>	1.96

As of September 30, 2017, \$602,000 of total unrecognized compensation cost related to stock options was expected to be recognized over a weighted average period of 1.70 years.

As a result of the Company adopting Accounting Standards Update ("ASU") 2016-09, *Compensation - Stock Compensation (Topic 718): Improvements to Employee Share-Based Payment Accounting*, during the quarter ended March 31, 2017, the Company recorded a one-time \$866,000 cumulative-effect adjustment to reduce additional paid-in capital and increase retained earnings for excess tax benefits from stock option exercises that had previously been recorded to additional paid-in capital.

4. Investments

As of September 30, 2017 and December 31, 2016, investments totaled \$252,000 and \$607,000 respectively, which consisted of marketable securities.

The following provides information regarding the Company's marketable securities as of September 30, 2017 and December 31, 2016:

	September 30, 2017	December 31, 2016
Cost basis	\$ 543,000	\$ 543,000
Gains previously recognized on warrants	380,000	380,000
Loss included in accumulated other comprehensive loss before tax benefit	(671,000)	(316,000)
Fair value	<u>\$ 252,000</u>	<u>\$ 607,000</u>

No marketable securities were sold during the nine months ended September 30, 2017 and the year ended

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Notes to Condensed Consolidated Financial Statements (Unaudited)

December 31, 2016. The change in unrealized loss of \$208,000 and unrealized gain of \$28,000 for the three months ended September 30, 2017 and 2016, respectively, in the statements of comprehensive income are presented net of tax for the quarters ended September 30, 2017 and 2016, respectively. The tax benefit on the unrealized loss was \$105,000, and the tax expense on the unrealized gain was \$15,000 for the quarters ended September 30, 2017 and 2016, respectively. The change in unrealized loss of \$243,000 and \$50,000 for the nine months ended September 30, 2017 and 2016, respectively, in the statements of comprehensive income are presented net of tax for the nine months ended September 30, 2017 and 2016. The tax benefit on the unrealized loss was \$113,000 and \$31,000 for the nine months ended September 30, 2017 and 2016, respectively.

5. Recent Accounting Pronouncements

Accounting Standards Update (“ASU”) 2014-09, *Revenue from Contracts with Customers* (Topic 606) (“ASU 2014-09”) is a comprehensive new revenue recognition model requiring a company to recognize revenue to depict the transfer of goods or services to a customer at an amount reflecting the consideration that it expects to receive in exchange for those goods or services. In adopting ASU 2014-09, companies may use either a full retrospective or a modified retrospective approach. ASU 2014-09 is effective for the first interim period within an annual reporting period beginning after December 15, 2017, and early adoption is not permitted. The Company will adopt ASU 2014-09 during the first quarter of 2018. Management is evaluating the provisions of this update and at this point in time has determined that its adoption will have limited to no impact on the Company’s financial position or results of operations.

In November 2015, the FASB issued ASU 2015-17, *Income Taxes (Topic 740): Balance Sheet Classification of Deferred Taxes*, which requires deferred income tax liabilities and assets to be classified as noncurrent on the balance sheet rather than being separated into current and noncurrent. The guidance was effective for public entities for annual periods beginning after December 15, 2016 and interim periods within those annual periods, with early adoption being permitted. The Company adopted this guidance in the first quarter of 2017. The Company netted \$410,000 in deferred tax assets against deferred tax liabilities as of the end of the first quarter of 2017. Prior periods were not retrospectively adjusted.

In January 2016, the FASB issued ASU 2016-01, *Financial Instruments - Overall* (Subtopic 825-10): *Recognition and Measurement of Financial Assets and Financial Liabilities*, which provides guidance for the recognition, measurement, presentation and disclosure of financial instruments. The new guidance revises the accounting requirements related to the classification and measurement of investments in equity securities and the presentation of certain fair value changes for financial liabilities measured at fair value. The guidance also changes certain disclosure requirements associated with the fair value of financial instruments. These changes will require an entity to measure, at fair value, investments in equity securities and other ownership interests in an entity and recognize the changes in fair value within net income. The guidance is effective for fiscal years and interim periods within those years beginning after December 15, 2017. The Company has not yet adopted this guidance and has not yet determined the impact of adoption on the Company’s financial position or results of operations.

In February 2016, the FASB issued ASU 2016-02, *Leases* (Topic 842), which requires lessees to recognize most leases on the balance sheet. The provisions of this guidance are effective for annual periods beginning after December 15, 2018 and interim periods within those years, with early adoption permitted. Management is evaluating the requirements of this guidance and has not yet determined the impact of the adoption on the Company’s financial position or results of operations.

In March 2016, the FASB issued ASU 2016-09, *Compensation - Stock Compensation* (Topic 718): *Improvements to Employee Share-Based Payment Accounting*, which simplifies several aspects of accounting for share-based payment transactions, including the income tax consequences, classification of awards as either equity or liabilities, an option to recognize gross stock compensation expense with actual forfeitures recognized as they occur, as well as certain classifications on the statement of cash flows. The provisions of this guidance were effective for annual reporting periods beginning after December 15, 2016 and interim periods within those annual periods, with early adoption permitted. The Company adopted this

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Notes to Condensed Consolidated Financial Statements (Unaudited)

guidance during the quarter ended March 31, 2017, and the Company recorded a one-time \$866,000 cumulative-effect adjustment to reduce additional paid-in capital and increase retained earnings for excess tax benefits from stock option exercises that had previously been recorded to additional paid-in capital. The adoption of this guidance also increased the number of dilutive shares because excess tax benefits are no longer included in the assumed proceeds when calculating the number of dilutive shares. In addition, the effective tax rate will be reduced in future periods when there are excess tax benefits from stock options exercised.

Management periodically reviews new accounting standards that are issued. Management has not identified any other new standards that it believes merit further discussion.

6. Inventories

As of September 30, 2017 and December 31, 2016, inventories consisted of the following:

	<u>September 30,</u> <u>2017</u>	<u>December 31,</u> <u>2016</u>
Raw materials	\$ 4,081,000	\$ 4,313,000
Work in process	1,609,000	2,535,000
Finished goods	3,774,000	4,146,000
	<u>\$ 9,464,000</u>	<u>\$ 10,994,000</u>

7. Equity Investment in Unconsolidated Affiliate

In 2005, Alpha ProTech Engineered Products, Inc. (a subsidiary of Alpha Pro Tech, Ltd.) entered into a joint venture with a manufacturer in India for the production of building products. Under the terms of the joint venture agreement, a private company, Harmony Plastics Private Limited ("Harmony"), was created with ownership interests of 41.66% by Alpha ProTech Engineered Products, Inc. and 58.34% by Maple Industries and Associates.

This joint venture positions Alpha ProTech Engineered Products, Inc. to respond to current and expected increased product demand for housewrap and synthetic roof underlayment and provides future capacity for sales of specialty roofing component products and custom products for industrial applications requiring high quality extrusion coated fabrics. In addition, the joint venture now supplies products for the Disposable Protective Apparel segment.

The capital from the initial funding and a bank loan, which loan is guaranteed exclusively by the individual shareholders of Maple Industries and Associates and collateralized by the assets of Harmony, were utilized to purchase the original manufacturing facility in India. Harmony currently has five facilities in India (three owned and two rented), consisting of: (1) a 102,000 square foot building for manufacturing building products; (2) a 71,500 square foot building for manufacturing coated material and sewing proprietary disposable protective apparel; (3) a 16,000 square foot facility for sewing proprietary disposable protective apparel; (4) a 12,000 square foot rented facility for coating material; and (5) a 93,000 square foot rented facility for the manufacturing of building products. All additions have been financed by Harmony with no guarantees from the Company.

In accordance with Accounting Standards Codification ("ASC") 810, *Consolidation*, the Company assesses whether or not related entities are variable interest entities ("VIEs"). For those related entities that qualify as VIEs, ASC 810 requires the Company to determine whether or not the Company is the primary beneficiary of the VIE, and, if so, to consolidate the VIE. The Company has determined that Harmony is not a VIE and is, therefore, considered to be an unconsolidated affiliate.

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Notes to Condensed Consolidated Financial Statements (Unaudited)

The Company records its investment in Harmony as “equity investment in unconsolidated affiliate” in the accompanying condensed consolidated balance sheets. The Company records its equity interest in Harmony’s results of operations as “equity in income of unconsolidated affiliate” in the accompanying condensed consolidated statements of income. The Company periodically reviews its investment in Harmony for impairment. Management has determined that no impairment was required as of September 30, 2017.

For the three months ended September 30, 2017 and 2016, Alpha Pro Tech purchased \$3,258,000 and \$3,716,000 of inventories, respectively, from Harmony. For the nine months ended September 30, 2017 and 2016, Alpha Pro Tech purchased \$11,097,000 and \$9,646,000 of inventories, respectively, from Harmony.

For the three months ended September 30, 2017 and 2016, the Company recorded equity in income of unconsolidated affiliate of \$105,000 and \$242,000, respectively, related to Harmony. For the nine months ended September 30, 2017 and 2016, the Company recorded equity in income of unconsolidated affiliate of \$339,000 and \$433,000, respectively, related to Harmony.

As of September 30, 2017, the Company’s investment in Harmony was \$3,877,000, which consisted of its original \$1,450,000 investment and cumulative equity in income of unconsolidated affiliate of \$3,446,000, less \$942,000 in repayments of the advance and \$77,000 in dividends.

8. Accrued Liabilities

As of September 30, 2017 and December 31, 2016, accrued liabilities consisted of the following:

	<u>September 30,</u> <u>2017</u>	<u>December 31,</u> <u>2016</u>
Bonuses payable	\$ 696,000	\$ 904,000
Payroll expenses	281,000	556,000
	<u>\$ 977,000</u>	<u>\$ 1,460,000</u>

9. Basic and Diluted Earnings Per Common Share

The following table provides a reconciliation of both net income and the number of shares used in the computation of “basic” earnings per common share (“EPS”), which utilizes the weighted average number of common shares outstanding without regard to dilutive shares, and “diluted” EPS, which includes all such dilutive shares, for the three and nine months ended September 30, 2017 and 2016.

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Notes to Condensed Consolidated Financial Statements (Unaudited)

	For the Three Months Ended September 30,		For the Nine Months Ended September 30,	
	2017	2016	2017	2016
Net income (numerator)	\$ 1,103,000	\$ 1,019,000	\$ 2,457,000	\$ 2,323,000
Shares (denominator):				
Basic weighted average common shares outstanding	14,732,173	16,695,059	14,962,606	17,190,073
Add: dilutive effect of common stock options	201,253	11,473	113,334	-
Diluted weighted average common shares outstanding	14,933,426	16,706,532	15,075,940	17,190,073
Earnings per common share:				
Basic	\$ 0.07	\$ 0.06	\$ 0.16	\$ 0.14
Diluted	\$ 0.07	\$ 0.06	\$ 0.16	\$ 0.14

10. Activity of Business Segments

The Company operates through three business segments:

Building Supply: consisting of a line of construction supply weatherization products. The construction supply weatherization products consist of housewrap and synthetic roof underlayment, as well as other woven material. The majority of the Company's equity in income of unconsolidated affiliate (Harmony) is included in the total segment income for the Building Supply segment.

Disposable Protective Apparel: consisting of a complete line of disposable protective clothing, such as shoe covers (including the Aqua Trak® and spunbond shoe covers), bouffant caps, coveralls, frocks, lab coats, gowns and hoods for the pharmaceutical, cleanroom, industrial and medical markets. A portion of the Company's equity in income of unconsolidated affiliate (Harmony) is included in the total segment income for the Disposable Protective Apparel segment.

Infection Control: consisting of a line of face masks and eye shields.

Segment data excludes charges allocated to the principal executive office and other unallocated expenses and income tax. The Company evaluates the performance of its segments and allocates resources to them based primarily on net sales.

The following table presents consolidated net sales for each segment for the three and nine months ended September 30, 2017 and 2016:

	For the Three Months Ended September 30,		For the Nine Months Ended September 30,	
	2017	2016	2017	2016
Building Supply	\$ 7,076,000	\$ 7,022,000	\$ 19,298,000	\$ 21,700,000
Disposable Protective Apparel	3,845,000	3,698,000	10,914,000	11,147,000
Infection Control	1,128,000	1,059,000	3,870,000	3,487,000
Consolidated net sales	\$ 12,049,000	\$ 11,779,000	\$ 34,082,000	\$ 36,334,000

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Notes to Condensed Consolidated Financial Statements (Unaudited)

The following table presents the reconciliation of consolidated segment income to consolidated net income for the three and nine months ended September 30, 2017 and 2016:

	For the Three Months Ended		For the Nine Months Ended	
	September 30,		September 30,	
	2017	2016	2017	2016
Building Supply	\$ 1,339,000	\$ 1,618,000	\$ 3,471,000	\$ 4,287,000
Disposable Protective Apparel	764,000	617,000	1,977,000	1,327,000
Infection Control	396,000	375,000	1,405,000	1,211,000
Total segment income	2,499,000	2,610,000	6,853,000	6,825,000
Unallocated corporate overhead expenses	893,000	1,162,000	3,328,000	3,462,000
Provision for income taxes	503,000	429,000	1,068,000	1,040,000
Consolidated net income	<u>\$ 1,103,000</u>	<u>\$ 1,019,000</u>	<u>\$ 2,457,000</u>	<u>\$ 2,323,000</u>

The following table presents the consolidated net property and equipment, goodwill and definite-lived intangible assets ("consolidated assets") by segment as of September 30, 2017 and December 31, 2016:

	September 30,	December 31,
	2017	2016
Building Supply	\$ 2,168,000	\$ 2,208,000
Disposable Protective Apparel	341,000	346,000
Infection Control	14,000	140,000
Total segment assets	2,523,000	2,694,000
Unallocated corporate assets	556,000	41,000
Total consolidated assets	<u>\$ 3,079,000</u>	<u>\$ 2,735,000</u>

11. Related Party Transactions

The Company has historically used a law firm for various legal matters whose majority member was a member of the Company's Board of Directors. Effective March 31, 2017, the Board member resigned from the Board of Directors, which removed the related party relationship with this law firm. For the three months ended September 30, 2016, the Company expensed \$95,000 for legal services from this related party. For the nine months ended September 30, 2017 and 2016, the Company expensed \$65,000 and \$145,000, respectively, for legal services from this related party. As of December 31, 2016, the Company's outstanding balance to this related party was \$163,000.

12. Commitments and Contingencies

The Company is presently involved in protracted litigation against a competitor in an action styled Alpha Pro Tech, Inc. v. VWR International, LLC, pending in the U.S. District Court for the Eastern District of Pennsylvania, CV 12-1615, wherein the Company originally sought damages for unfair trade practices and false advertising against the competitor, and the competitor has counterclaimed asserting similar claims against the Company. In August of 2017, the court ruled against the Company on its claims against the competitor, and the competitor is presently seeking attorneys' fees and costs as the prevailing party with respect to those claims. The Company is in the process of evaluating, with current litigation counsel, the remaining counterclaims against the Company and the claim for attorneys' fees and costs and intends to

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Notes to Condensed Consolidated Financial Statements (Unaudited)

vigorously defend against these claims. Although the Company believes that it will prevail in its defense of these claims, any material loss amount that might be incurred cannot reasonably be estimated at this time.

The Company is subject to other pending and threatened litigation actions in the ordinary course of business. Although it is not possible to determine with certainty at this point in time what liability, if any, the Company will have as a result of such litigation, based on consultation with legal counsel, management does not anticipate that the ultimate liability, if any, resulting from such litigation will have a material effect on the Company's financial condition and results of operations.

13. Subsequent Events

The Company has reviewed and evaluated whether subsequent events have occurred from the condensed consolidated balance sheet date of September 30, 2017 through the filing date of this Quarterly Report on Form 10-Q that would require accounting or disclosure and has concluded that there are no such subsequent events.

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

You should read the following discussion and analysis together with our unaudited condensed consolidated financial statements and the notes to our unaudited condensed consolidated financial statements, which appear elsewhere in this report.

Special Note Regarding Forward-Looking Statements

Certain information set forth in this Quarterly Report on Form 10-Q contains "forward-looking statements" within the meaning of federal securities laws. Forward-looking statements include statements concerning our plans, objectives, goals, strategies, future events, future revenues or performance, capital expenditures, financing needs, plans or intentions relating to potential acquisitions and other information that is not historical information. When used in this report, the words "estimates," "expects," "anticipates," "forecasts," "plans," "intends," "believes" and variations of such words or similar expressions are intended to identify forward-looking statements. We may make additional forward-looking statements from time to time. All forward-looking statements, whether written or oral and whether made by us or on our behalf, are expressly qualified by this special note.

Any expectations based on these forward-looking statements are subject to risks and uncertainties. These and many other factors could affect the Company's future operating results and financial condition and could cause actual results to differ materially from expectations based on forward-looking statements made in this document or elsewhere by the Company or on its behalf.

Special Note Regarding Smaller Reporting Company Status

We are filing this report as a "smaller reporting company" (as defined in Rule 12b-2 of the Securities Exchange Act of 1934, as amended). As a result of being a smaller reporting company, we are allowed and have elected to omit certain information from this Management's Discussion and Analysis of Financial Condition and Results of Operations; however, we have provided all information for the periods presented that we believe to be appropriate.

Where to find more information about us. We make available, free of charge, on our Internet website (<http://www.alphaprotech.com>) our most recent Annual Report on Form 10-K, our most recent Quarterly Report on Form 10-Q, any current reports on Form 8-K furnished or filed since our most recent Annual Report on Form 10-K, and any amendments to such reports, as soon as reasonably practicable following the electronic filing of such reports with the Securities and Exchange Commission ("SEC"). In addition, in accordance with SEC rules, we provide electronic or paper copies of our filings free of charge upon request.

Critical Accounting Policies

The preparation of our financial statements in conformity with US generally accepted accounting principles ("US GAAP") requires us to make estimates and assumptions that affect the reported amounts of assets and liabilities, the disclosure of contingent assets and liabilities at the dates of the financial statements and the reported amounts of net sales and expenses during the reported periods. We base estimates on past experience and on various other assumptions that are believed to be reasonable under the circumstances. The application of these accounting policies on a consistent basis enables us to provide timely and reliable financial information. Our critical accounting policies include the following:

Marketable Securities: The Company periodically invests a portion of its cash in excess of short-term operating needs in marketable equity securities. These investments are classified as available-for-sale in accordance with US GAAP. The Company does not have any investments classified as held-to-maturity or trading securities. Available-for-sale investments are carried at their fair value using quoted prices in active markets for identical securities, with unrealized gains and losses, net of deferred income taxes, reported as a component of accumulated other comprehensive income (loss). Realized gains and losses, and declines in value deemed to be other-than-temporary on available-for-sale investments, are recognized in earnings. The cost of securities

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sold is based on the specific identification method. Investments that the Company intends to hold for more than one year are classified as long-term investments in the accompanying condensed consolidated balance sheets.

Inventories: Inventories include freight-in, materials, labor and overhead costs and are stated at the lower of cost or net realizable value. Allowances are recorded for slow-moving, obsolete or unusable inventory. We assess our inventory for estimated obsolescence or unmarketable inventory and write down the difference between the cost of inventory and the estimated net realizable value based upon assumptions about future sales and quantities on hand, if necessary. If actual market conditions are less favorable than those projected by management, additional inventory write-downs may be required.

Accounts Receivable: Accounts receivable are recorded at the invoice amount and do not bear interest. The allowance for doubtful accounts is the Company's best estimate of the amount of probable credit losses in the Company's existing accounts receivable; however, changes in circumstances relating to accounts receivable may result in a requirement for additional allowances in the future. The Company determines the allowance based upon historical write-off experience and known conditions about customers' current ability to pay. Account balances are charged against the allowance when management determines that the potential for recovery is remote.

Revenue Recognition: For sales transactions, we comply with the provisions of the SEC Staff Accounting Bulletin No. 104, *Revenue Recognition*, which states that revenue should be recognized when all of the following revenue recognition criteria are met: (1) persuasive evidence of an arrangement exists; (2) title transfers and the customer assumes the risk of loss; (3) the selling price is fixed or determinable; and (4) collection of the resulting receivable is reasonably assured. These criteria are satisfied upon shipment of product, and sales are recognized accordingly.

Sales Returns, Rebates and Allowances: Sales are reduced for any anticipated sales returns, rebates and allowances based on historical experience. Since our return policy is only 90 days and our products are not generally susceptible to external factors such as technological obsolescence or significant changes in demand, we are able to make a reasonable estimate for returns. We offer end-user, product-specific and sales volume rebates to select distributors. Our rebates are based on actual sales and are accrued monthly.

Stock-Based Compensation: We record compensation expense for the fair value of stock-based awards determined on the date of grant, including employee stock options.

The fair values of stock option grants are determined using the Black-Scholes option-pricing model and are based on the following assumptions: expected stock price volatility based on historical data and management's expectations of future volatility, risk-free interest rates from published sources, expected life based on historical data and no dividend yield, as the Board of Directors has no current plans to pay dividends in the near future. The Black-Scholes option-pricing model was developed for use in estimating the fair value of traded options that have no vesting restrictions and that are fully transferable. The option-pricing model requires the input of highly subjective assumptions, including expected stock price volatility. Our stock options have characteristics significantly different from those of traded options, and changes in the subjective input assumptions can materially affect the fair value of such options.

OVERVIEW

Alpha Pro Tech is in the business of protecting people, products and environments. We accomplish this by developing, manufacturing and marketing a line of high-value, disposable protective apparel and infection control products for the cleanroom, industrial, pharmaceutical, medical and dental markets. We also manufacture a line of building supply construction weatherization products. Our products are sold under the "Alpha Pro Tech" brand name, as well as under private label.

Our products are grouped into three business segments: the Building Supply segment, consisting of construction weatherization products such as housewrap and synthetic roof underlayment as well as other woven material; the Disposable Protective Apparel segment, consisting of disposable protective apparel such as shoecovers, bouffant caps, gowns, coveralls, lab coats, frocks and other miscellaneous products; and the Infection Control

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segment, consisting of face masks and eye shields. All financial information presented herein reflects the current segmentation.

Our target markets include pharmaceutical manufacturing, bio-pharmaceutical manufacturing, medical device manufacturing, lab animal research, high technology electronics manufacturing (which includes the semiconductor market), medical and dental distributors, and construction, building supply and roofing distributors.

Our products are used primarily in cleanrooms, industrial safety manufacturing environments, health care facilities, such as hospitals, laboratories and dental offices, and building and re-roofing sites. Our products are distributed principally in the United States through a network consisting of purchasing groups, national distributors, local distributors, independent sales representatives and our own sales and marketing force.

RESULTS OF OPERATIONS

The following table sets forth certain operational data as a percentage of net sales for the periods indicated:

	For the Three Months Ended September 30,		For the Nine Months Ended September 30,	
	2017	2016	2017	2016
Net sales	100.0%	100.0%	100.0%	100.0%
Gross profit	39.1%	38.3%	39.6%	36.6%
Selling, general and administrative expenses	28.6%	26.8%	30.1%	27.4%
Income from operations	9.3%	10.2%	8.2%	8.1%
Income before provision for income taxes	13.3%	12.3%	10.3%	9.3%
Net income	9.2%	8.7%	7.2%	6.4%

Three and nine months ended September 30, 2017 compared to three and nine months ended September 30, 2016

Sales. Consolidated sales for the three months ended September 30, 2017 increased to \$12,049,000 from \$11,779,000 for the three months ended September 30, 2016, representing an increase of \$270,000, or 2.3%. This increase consisted of increased sales in the Building Supply segment of \$54,000, increased sales in the Disposable Protective Apparel segment of \$147,000 and increased sales in the Infection Control segment of \$69,000.

Building Supply segment sales for the three months ended September 30, 2017 increased by \$54,000, or 0.8%, to \$7,076,000, compared to \$7,022,000 for the same period of 2016. This segment increase was primarily due to a 20.3% increase in sales of housewrap and a 37.2% increase in sales of other woven material, partially offset by a 14.9% decrease in sales of synthetic roof underlayment (including REX™, TECHNOply™ and TECHNO SB). The sales mix of the Building Supply segment for the three months ended September 30, 2017 was 48% for synthetic roof underlayment, 42% for housewrap and 10% for other woven material. This compared to 57% for synthetic roof underlayment, 35% for housewrap and 8% for other woven material for the three months ended September 30, 2016.

Although synthetic roof underlayment segment sales were down, housewrap sales remained strong, with increased sales in the third quarter of 20.3% and 10.0% year to date. At the end of the third quarter, we announced a new, innovative and exciting product line to our housewrap family, REX™ Wrap Fortis with JX ALTA 360° Drainage Technology™. With its one-of-a-kind construction, this product uniquely enables the drainage of water in EVERY direction to protect buildings from the elements exponentially better than a traditional housewrap, while decreasing job site material waste, simplifying installation to reduce labor and allowing fewer products to be carried. This new product offering will compete in a segment of the housewrap market that is currently untapped for us, and we anticipate that it will provide us with significant growth opportunities. Synthetic roof underlayment sales were down in the third quarter of 2017, primarily due to lower sales to private label customers and competitive pricing pressure. In particular, sales to one of our largest private label distributors were down

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significantly in the third quarter as well as year to date, as they are struggling with a general decline in their overall building sales. In addition, sales to another smaller private label distributor were down due to a change in strategy during 2016. Although sales were down, the number of rolls of label synthetic roof underlayment sold, excluding sales to the two distributors mentioned above, were actually up 5.9% for the quarter. We believe that our line of synthetic roof underlayment will be a growth driver in the coming year. Management expects the Building Supply segment to experience growth in 2018.

Sales for the Disposable Protective Apparel segment for the three months ended September 30, 2017 increased by \$147,000, or 4.0%, to \$3,845,000, compared to \$3,698,000 for the same period of 2016, primarily due to increased sales to our major international supply chain partner, partially offset by decreased sales to national and regional distributors.

Infection Control segment sales for the three months ended September 30, 2017 increased by \$69,000, or 6.5%, to \$1,128,000, compared to \$1,059,000 for the same period of 2016. Mask sales were up by 6.1%, or \$43,000, to \$751,000, and shield sales were up by 7.4%, or \$26,000, to \$377,000.

Consolidated sales for the nine months ended September 30, 2017 decreased to \$34,082,000 from \$36,334,000 for the nine months ended September 30, 2016, representing a decrease of \$2,252,000, or 6.2%. This decrease was due to decreased sales in the Building Supply segment of \$2,402,000 and decreased sales in the Disposable Protective Apparel segment of \$233,000, partially offset by increased sales in the Infection Control segment of \$383,000.

Building Supply segment sales for the nine months ended September 30, 2017 decreased by \$2,402,000, or 11.1%, to \$19,298,000, compared to \$21,700,000 for the same period of 2016. This segment decrease was primarily due to a 25.3% decrease in sales of synthetic roof underlayment (including REX™, TECHNOply™ and our new TECHNO SB), partially offset by a 10.0% increase in sales of housewrap and a 30.3% increase in sales of other woven material. The sales mix of the Building Supply segment for the nine months ended September 30, 2017 was 51% for synthetic roof underlayment, 41% for housewrap and 8% for other woven material. This compared to 61% for synthetic roof underlayment, 33% for housewrap and 6% for other woven material for the nine months ended September 30, 2016.

Sales for the Disposable Protective Apparel segment for the nine months ended September 30, 2017 decreased by \$233,000, or 2.1%, to \$10,914,000, compared to \$11,147,000 for the same period of 2016. Although Disposable Protective Apparel segment sales were down year to date, sales have been up in the two most recent quarters. The year to date decrease was primarily due to decreased sales to our national and regional distributors, partially offset by an increase to our major international supply chain partner.

Infection Control segment sales for the nine months ended September 30, 2017 increased by \$383,000, or 11.0%, to \$3,870,000, compared to \$3,487,000 for the same period of 2016. Mask sales were up by 12.7%, or \$303,000, to \$2,695,000, and shield sales were up by 7.3%, or \$80,000, to \$1,175,000.

Gross Profit. Gross profit increased by \$196,000, or 4.3%, to \$4,712,000 for the three months ended September 30, 2017 from \$4,516,000 for the same period of 2016. The gross profit margin was 39.1% for the three months ended September 30, 2017, compared to 38.3% for the same period of 2016.

Gross profit increased by \$191,000, or 1.4%, to \$13,493,000 for the nine months ended September 30, 2017 from \$13,302,000 for the same period of 2016. The gross profit margin was 39.6% for the nine months ended September 30, 2017, compared to 36.6% for the same period of 2016.

Management expects gross profit margin to be around 39% for fiscal 2017.

Selling, General and Administrative Expenses. Selling, general and administrative expenses increased by \$292,000, or 9.2%, to \$3,450,000 for the three months ended September 30, 2017 from \$3,158,000 for the three months ended September 30, 2016. As a percentage of net sales, selling, general and administrative expenses increased to 28.6% for the three months ended September 30, 2017, from 26.8% for the same period of 2016.

The change in selling, general and administrative expenses for the third quarter of 2017 by segment was as follows: Building Supply was up \$153,000, or 14.6%, Infection Control was up \$2,000, or 1.5%, Disposable Protective Apparel was up \$29,000, or 3.5%, and corporate unallocated expenses were up \$108,000, or 9.3%.

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The increase was primarily due to an increase in sales and marketing expenses, as we invested in additional sales representatives primarily in the Building Supply segment.

Selling, general and administrative expenses increased by \$319,000, or 3.2%, to \$10,269,000 for the nine months ended September 30, 2017 from \$9,950,000 for the nine months ended September 30, 2016. As a percentage of net sales, selling, general and administrative expenses increased to 30.1% for the nine months ended September 30, 2017, from 27.4% for the same period of 2016.

The change in selling, general and administrative expenses for the first nine months of 2017 by segment was as follows: Building Supply was up \$204,000, or 6.1%, Infection Control was up \$4,000, or 1.0%, corporate unallocated expenses were up \$234,000, or 6.8%, and Disposable Protective Apparel was down \$123,000, or 4.5%.

Pursuant to their employment agreements, the Company's Chief Executive Officer and President are each entitled to a bonus equal to 5% of the pre-tax profits of the Company, excluding bonus expense. Bonuses of \$190,000 were accrued for the three months ended September 30, 2017, as compared to \$76,000 for the same period of 2016. Bonuses of \$392,000 were accrued for the nine months ended September 30, 2017, as compared to \$177,000 for the same period of 2016. The Chief Executive Officer was not entitled to receive this bonus during 2016.

Depreciation and Amortization. Depreciation and amortization expense decreased by \$6,000, or 3.9%, to \$147,000 for the three months ended September 30, 2017 from \$153,000 for the same period of 2016.

Depreciation and amortization expense increased by \$1,000, or 0.2%, to \$426,000 for the nine months ended September 30, 2017 from \$425,000 for the same period of 2016.

Income from Operations. Income from operations decreased by \$90,000, or 7.5%, to \$1,115,000 for the three months ended September 30, 2017, compared to \$1,205,000 for the three months ended September 30, 2016. The decreased income from operations was primarily due to an increase in selling, general and administrative expenses of \$292,000, partially offset by an increase in gross profit of \$196,000.

Income from operations decreased by \$129,000, or 4.4%, to \$2,798,000 for the nine months ended September 30, 2017, compared to \$2,927,000 for the nine months ended September 30, 2016. The decreased income from operations was primarily due to an increase in selling, general and administrative expenses of \$319,000, partially offset by an increase in gross profit of \$191,000.

Other Income. Other income increased by \$248,000 to \$491,000 for the three months ended September 30, 2017 from \$243,000 for the same period of 2016. Other income consisted primarily of equity in income of unconsolidated affiliate of \$105,000, a gain on the sale of property of \$385,000 and interest income of \$1,000 for the three months ended September 30, 2017. Other income consisted primarily of equity in income of unconsolidated affiliate of \$242,000 and interest income of \$1,000 for the three months ended September 30, 2016.

Other income increased by \$291,000 to \$727,000 for the nine months ended September 30, 2017 from \$436,000 for the same period of 2016. Other income consisted primarily of equity in income of unconsolidated affiliate of \$339,000, a gain on the sale of property of \$385,000 and interest income of \$3,000 for the nine months ended September 30, 2017. Other income consisted primarily of equity in income of unconsolidated affiliate of \$433,000 and interest income of \$3,000 for the nine months ended September 30, 2016.

Income before Provision for Income Taxes. Income before provision for income taxes for the three months ended September 30, 2017 was \$1,606,000, compared to income before provision for income taxes of \$1,448,000 for the three months ended September 30, 2016, representing an increase of \$158,000, or 10.9%. This increase in income before provision for income taxes was primarily due to an increase in other income of \$248,000, partially offset by a decrease in income from operations of \$90,000.

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Income before provision for income taxes for the nine months ended September 30, 2017 was \$3,525,000, compared to income before provision for income taxes of \$3,363,000 for the nine months ended September 30, 2016, representing an increase of \$162,000, or 4.8%. The increase in income before provision for income taxes was primarily due to an increase in other income of \$291,000, partially offset by a decrease in income from operations of \$129,000.

Provision for Income Taxes. The provision for income taxes for the three months ended September 30, 2017 was \$503,000, compared to \$429,000 for the same period of 2016. The effective tax rate was 31.3% for the three months ended September 30, 2017, compared to 29.6% for the same period of 2016. The Company does not record a tax provision on equity in income of unconsolidated affiliate. For the three months ended September 30, 2017, the estimated effective tax rate would have been 33.5% if the equity in income of unconsolidated affiliate was taxable. Management expects the effective tax rate to be in the low 30% range for fiscal 2017.

The provision for income taxes for the nine months ended September 30, 2017 was \$1,068,000, compared to \$1,040,000 for the same period of 2016. The effective tax rate was 30.3% for the nine months ended September 30, 2017, compared to 30.9% for the same period of 2016.

Net Income. Net income for the three months ended September 30, 2017 was \$1,103,000, compared to net income of \$1,019,000 for the three months ended September 30, 2016, representing an increase of \$84,000, or 8.2%. The net income increase was due to an increase in income before provision for income taxes of \$158,000, partially offset by an increase in provision for income taxes of \$74,000. Net income as a percentage of net sales for the three months ended September 30, 2017 was 9.2%, and net income as a percentage of net sales for the same period of 2016 was 8.7%. Basic and diluted earnings per common share for the three months ended September 30, 2017 and 2016 were \$0.07 and \$0.06, respectively.

Net income for the nine months ended September 30, 2017 was \$2,457,000, compared to net income of \$2,323,000 for the nine months ended September 30, 2016, representing an increase of \$134,000, or 5.8%. The net income increase was due to an increase in income before provision for income taxes of \$162,000, partially offset by an increase in provision for income taxes of \$28,000. Net income as a percentage of net sales for the nine months ended September 30, 2017 was 7.2%, and net income as a percentage of net sales for the same period of 2016 was 6.4%. Basic and diluted earnings per common share for the nine months ended September 30, 2017 and 2016 were \$0.16 and \$0.14, respectively.

LIQUIDITY AND CAPITAL RESOURCES

As of September 30, 2017, we had cash of \$8,968,000 and working capital of \$25,646,000, representing a decrease in working capital of 5.7%, or \$1,552,000, from December 31, 2016. As of September 30, 2017, our current ratio (current assets/current liabilities) was 14:1, compared to a 12:1 current ratio as of December 31, 2016. Cash decreased by 5.2%, or \$488,000, to \$8,968,000 as of September 30, 2017, compared to \$9,456,000 as of December 31, 2016. The decrease in cash was due to cash used in financing activities of \$2,776,000 and cash used in investing activities of \$386,000, partially offset by cash provided by operating activities of \$2,674,000.

We have a \$3,500,000 credit facility with Wells Fargo Bank, consisting of a line of credit with interest at prime plus 0.5%. As of September 30, 2017, the prime interest rate was 4.25%. This credit line was renewed in May 2016 and expires in May 2018. The available line of credit is based on a formula of eligible accounts receivable and inventories. Our borrowing capacity on the line of credit was \$3,500,000 as of September 30, 2017. As of September 30, 2017, we did not have any borrowings under this credit facility and do not anticipate using it in the near future.

Net cash provided by operating activities of \$2,674,000 for the nine months ended September 30, 2017 was due to net income of \$2,457,000, adjusted primarily by the following: stock-based compensation expense of \$244,000, depreciation and amortization of \$426,000, equity in income of unconsolidated affiliate of \$339,000, gain on sale of property of \$385,000, an increase in accounts receivable of \$1,073,000, a decrease in inventory of \$1,530,000, a decrease in prepaid expenses and other current assets of \$254,000 and a decrease in accounts payable and accrued liabilities of \$440,000.

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Accounts receivable increased by \$1,073,000, or 22.3%, to \$5,895,000 as of September 30, 2017 from \$4,822,000 as of December 31, 2016. The increase in accounts receivable was primarily related to increased revenue in the third quarter of 2017 compared to the fourth quarter of 2016. The number of days that sales remained outstanding as of September 30, 2017, calculated by using an average of accounts receivable outstanding, was 42 days, compared to 30 days as of December 31, 2016.

Inventory decreased by \$1,530,000, or 13.9%, to \$9,464,000 as of September 30, 2017 from \$10,994,000 as of December 31, 2016. The decrease was primarily due to a decrease in inventory for the Disposable Protective Apparel segment of \$1,014,000, or 27.1%, to \$2,722,000, a decrease in inventory for the Building Supply segment of \$474,000, or 9.7%, to \$4,435,000, and a decrease in inventory for the Infection Control segment of \$42,000, or 1.8%, to \$2,307,000.

Prepaid expenses and other current assets decreased by \$254,000, or 7.6%, to \$3,092,000 as of September 30, 2017 from \$3,346,000 as of December 31, 2016. The decrease was primarily due to a decrease in deposits for the purchase of inventory.

Accounts payable and accrued liabilities as of September 30, 2017 decreased by \$440,000, or 17.8%, to \$2,025,000, from \$2,465,000 as of December 31, 2016. The change was primarily due to a decrease in accrued liabilities of \$483,000 and an increase in trade payables of \$43,000.

Net cash used in investing activities was \$386,000 for the nine months ended September 30, 2017, compared to net cash used in investing activities of \$253,000 for the same period of 2016. Our investing activities for the nine months ended September 30, 2017 consisted of the purchase of property and equipment of \$923,000 and proceeds of \$537,000 from the sale of property. Our investing activities for the nine months ended September 30, 2016 consisted of the purchase of property and equipment of \$212,000 and the purchase of marketable securities of \$41,000.

Net cash used in financing activities was \$2,776,000 for the nine months ended September 30, 2017, compared to net cash used in financing activities of \$3,672,000 for the same period of 2016. The net cash used in financing activities for the nine months ended September 30, 2017 was due to the payment of \$2,901,000 for the repurchase of shares of our common stock, offset by proceeds from exercise of stock options of \$125,000. The net cash used in financing activities for the nine months ended September 30, 2016 was due to the payment of \$3,689,000 for the repurchase of shares of our common stock, offset by proceeds from exercise of stock options of \$17,000.

As of September 30, 2017, we had \$1,604,000 available for additional stock purchases under our stock repurchase program. During the nine months ended September 30, 2017, we repurchased 898,242 shares of common stock at a cost of \$2,901,000. As of September 30, 2017, we had repurchased a total of 15,869,773 shares of common stock at a cost of \$27,916,000 through our repurchase program. We retire all stock upon its repurchase. Future repurchases are expected to be funded from cash on hand and cash flows from operating activities.

We believe that our current cash balance and the funds available under our credit facility will be sufficient to satisfy our projected working capital and planned capital expenditures for the foreseeable future.

Recent Accounting Pronouncements

Accounting Standards Update (“ASU”) 2014-09, *Revenue from Contracts with Customers* (Topic 606) (“ASU 2014-09”) is a comprehensive new revenue recognition model requiring a company to recognize revenue to depict the transfer of goods or services to a customer at an amount reflecting the consideration that it expects to receive in exchange for those goods or services. In adopting ASU 2014-09, companies may use either a full retrospective or a modified retrospective approach. ASU 2014-09 is effective for the first interim period within an annual reporting period beginning after December 15, 2017, and early adoption is not permitted. The Company will adopt ASU 2014-09 during the first quarter of 2018. Management is evaluating the provisions of this update and at this point in time has determined that its adoption will have limited to no impact on the Company’s financial position or results of operations.

In November 2015, the FASB issued ASU 2015-17, *Income Taxes* (Topic 740): *Balance Sheet Classification of*

Deferred Taxes, which requires deferred income tax liabilities and assets to be classified as noncurrent on the balance sheet rather than being separated into current and noncurrent. The guidance was effective for public entities for annual periods beginning after December 15, 2016 and interim periods within those annual periods, with early adoption being permitted. The Company adopted this guidance in the first quarter of 2017. The Company netted \$410,000 in deferred tax assets netted against deferred tax liabilities as of the end of the first quarter of 2017. Prior periods were not retrospectively adjusted.

In January 2016, the FASB issued ASU 2016-01, *Financial Instruments - Overall* (Subtopic 825-10): *Recognition and Measurement of Financial Assets and Financial Liabilities*, which provides guidance for the recognition, measurement, presentation and disclosure of financial instruments. The new guidance revises the accounting requirements related to the classification and measurement of investments in equity securities and the presentation of certain fair value changes for financial liabilities measured at fair value. The guidance also changes certain disclosure requirements associated with the fair value of financial instruments. These changes will require an entity to measure, at fair value, investments in equity securities and other ownership interests in an entity and recognize the changes in fair value within net income. The guidance is effective for fiscal years and interim periods within those years beginning after December 15, 2017. The Company has not yet adopted this guidance and has not yet determined the impact of adoption on the Company's financial position or results of operations.

In February 2016, the FASB issued ASU 2016-02, *Leases* (Topic 842), which requires lessees to recognize most leases on the balance sheet. The provisions of this guidance are effective for annual periods beginning after December 15, 2018 and interim periods within those years, with early adoption permitted. Management is evaluating the requirements of this guidance and has not yet determined the impact of the adoption on the Company's financial position or results of operations.

In March 2016, the FASB issued ASU 2016-09, *Compensation - Stock Compensation* (Topic 718): *Improvements to Employee Share-Based Payment Accounting*, which simplifies several aspects of accounting for share-based payment transactions, including the income tax consequences, classification of awards as either equity or liabilities, an option to recognize gross stock compensation expense with actual forfeitures recognized as they occur, as well as certain classifications on the statement of cash flows. The provisions of this guidance were effective for annual reporting periods beginning after December 15, 2016 and interim periods within those annual periods, with early adoption permitted. The Company adopted this guidance during the quarter ended March 31, 2017, and the Company recorded a one-time \$866,000 cumulative-effect adjustment to reduce additional paid-in capital and increase retained earnings for excess tax benefits from stock option exercises that had previously been recorded to additional paid-in capital. The adoption of this guidance also increased the number of dilutive shares because excess tax benefits are no longer included in the assumed proceeds when calculating the number of dilutive shares. In addition, the effective tax rate will be reduced in future periods when there are excess tax benefits from stock options exercised.

Management periodically reviews new accounting standards that are issued. Management has not identified any other new standards that it believes merit further discussion.

ITEM 3. QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK

As a smaller reporting company, we are not required to provide the information otherwise required by this Item.

ITEM 4. CONTROLS AND PROCEDURES

Evaluation of Disclosure Controls and Procedures.

Under the supervision and with the participation of our management, including our President and Chairman and our Chief Executive Officer (principal executive officers) and our Chief Financial Officer (principal financial officer), we evaluated the effectiveness of the design and operation of our disclosure controls and procedures (as such term is defined in Rule 13a-15(e) and Rule 15d-15(e) under the Securities Exchange Act of 1934 (the "Exchange Act")), as of September 30, 2017, pursuant to the evaluation of these controls and procedures required by Rule 13a-15 of the Exchange Act. Disclosure controls and procedures are the controls and other procedures that we

Alpha Pro Tech, Ltd.

have designed to ensure that we record, process, summarize and report in a timely manner the information that we must disclose in reports that we file with or submit to the SEC under the Exchange Act.

In designing and evaluating our disclosure controls and procedures, we recognize that any controls and procedures, no matter how well designed and operated, can provide only reasonable assurance of achieving the desired control objectives and that we are required to apply our judgment in evaluating the cost-benefit relationship of possible controls and procedures.

Based on the evaluation, our principal executive officers and principal financial officer concluded that our disclosure controls and procedures were effective as of the end of the period covered by this report.

PART II. OTHER INFORMATION

ITEM 1. LEGAL PROCEEDINGS

The Company is presently involved in protracted litigation against a competitor in an action styled Alpha Pro Tech, Inc. v. VWR International, LLC, pending in the U.S. District Court for the Eastern District of Pennsylvania, CV 12-1615, wherein the Company originally sought damages for unfair trade practices and false advertising against the competitor, and the competitor has counterclaimed asserting similar claims against the Company. In August of 2017, the court ruled against the Company on its claims against the competitor, and the competitor is presently seeking attorneys' fees and costs as the prevailing party with respect to those claims. The Company is in the process of evaluating, with current litigation counsel, the remaining counterclaims against the Company and the claim for attorneys' fees and costs and intends to vigorously defend against these claims. Although the Company believes that it will prevail in its defense of these claims, any material loss amount that might be incurred cannot reasonably be estimated at this time.

ITEM 2. UNREGISTERED SALES OF EQUITY SECURITIES AND USE OF PROCEEDS

ISSUER PURCHASES OF EQUITY SECURITIES

The following table sets forth purchases made by or on behalf of the Company or any "affiliated purchaser," as defined in Rule 10b-18(a)(3) of the Exchange Act:

Period	Issuer Purchases of Equity Securities			
	Total Number of Shares Purchased	Weighted Average Price Paid per Share	Shares Purchased as Part of Publicly Announced Program (1)	Approximate Dollar Value of Shares that May Yet Be Purchased Under the Program (1)
July 1 - 31, 2017	167,000	3.33	167,000	\$ 2,321,000
August 1 - 31, 2017	135,200	3.46	135,200	1,850,000
September 1 - 30, 2017	70,742	3.45	70,742	1,604,000
	<u>372,942</u>	<u>3.40</u>	<u>372,942</u>	

(1) On June 22, 2017, the Company announced that the Board of Directors had authorized a \$2,000,000 expansion of the Company's existing share repurchase program.

SECURITIES SOLD

We did not sell unregistered equity securities during the period covered by this report.

ITEM 6. EXHIBITS

- 3.1.1 Certificate of Incorporation of Alpha Pro Tech, Ltd., incorporated by reference to Exhibit 3(f) to Form 10-K for the year ended December 31, 1994, filed on March 31, 1995 (File No. 000-19893).
- 3.1.2 Certificate of Amendment of Certificate of Incorporation of Alpha Pro Tech, Ltd., incorporated by reference to Exhibit 3(j) to Form 10-K for the year ended December 31, 1994, filed on March 31, 1995 (File No. 000-19893).
- 3.1.3 Certificate of Ownership and Merger (BFD Industries, Inc. into Alpha Pro Tech, Ltd.), incorporated by reference to Exhibit 3(l) to Form 10-K for the year ended December 31, 1994, filed on March 31, 1995 (File No. 000-19893).
- 3.2 Bylaws of Alpha Pro Tech, Ltd., incorporated by reference to Exhibit 3(g) to Form 10-K for the year ended December 31, 1994, filed on March 31, 1995 (File No. 000-19893).
- 10.1 Amendment One to Executive Employment Agreement – Lloyd Hoffman – Chief Executive Officer, incorporated by reference to Exhibit 10.1 to Form 8-K, filed on October 26, 2017 (file No. 001-15725).
- 31.1 Certification of President and Chairman pursuant to Rule 13a-14(a) and Rule 15d-14(a) of the Securities Exchange Act, as amended.
- 31.2 Certification of Chief Executive Officer pursuant to Rule 13a-14(a) and Rule 15d-14(a) of the Securities Exchange Act, as amended.
- 31.3 Certification of Chief Financial Officer pursuant to Rule 13a-14(a) and Rule 15d-14(a) of the Securities Exchange Act, as amended.
- 32.1 Certification Pursuant to 18 U.S.C. Section 1350, as Adopted Pursuant to Section 906 of the Sarbanes-Oxley Act of 2002 – President and Chairman.
- 32.2 Certification Pursuant to 18 U.S.C. Section 1350, as Adopted Pursuant to Section 906 of the Sarbanes-Oxley Act of 2002 – Chief Executive Officer.
- 32.3 Certification Pursuant to 18 U.S.C. Section 1350, as Adopted Pursuant to Section 906 of the Sarbanes-Oxley Act of 2002 – Chief Financial Officer.
- 101 Interactive Data Files for Alpha Pro Tech, Ltd's Form 10-Q for the period ended September 30, 2017.

SIGNATURES

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

ALPHA PRO TECH, LTD.

DATE: November 8, 2017

BY: /s/ Lloyd Hoffman

Lloyd Hoffman
Chief Executive Officer

DATE: November 8, 2017

BY: /s/ Colleen McDonald

Colleen McDonald
Chief Financial Officer

Alpha Pro Tech, Ltd.

Certification Under Exchange Act Rules 13a – 14(a) and 15d – 14(a)

EXHIBIT 31.1

I, Alexander Millar, certify that:

1. I have reviewed this quarterly report on Form 10-Q of Alpha Pro Tech, Ltd.;
2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
4. The registrant's other certifying officer and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the registrant and have:
 - a) Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
 - b) Designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
 - c) Evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
 - d) Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and
5. The registrant's other certifying officer and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's board of directors (or persons performing the equivalent functions):
 - a) All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
 - b) Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

DATE: November 8, 2017

BY: /s/ Alexander Millar

Alexander Millar
President and Chairman
(Principal Executive Officer)

Alpha Pro Tech, Ltd.

Certification Under Exchange Act Rules 13a – 14(a) and 15d – 14(a)

EXHIBIT 31.2

I, Lloyd Hoffman, certify that:

1. I have reviewed this quarterly report on Form 10-Q of Alpha Pro Tech, Ltd.;
2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
4. The registrant's other certifying officer and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the registrant and have:
 - a) Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
 - b) Designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
 - c) Evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
 - d) Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and
5. The registrant's other certifying officer and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's board of directors (or persons performing the equivalent functions):
 - a) All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
 - b) Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

DATE: November 8, 2017

BY: /s/ Lloyd Hoffman

Lloyd Hoffman
Chief Executive Officer
(Principal Executive Officer)

Alpha Pro Tech, Ltd.

Certification Under Exchange Act Rules 13a – 14(a) and 15d – 14(a)

EXHIBIT 31.3

I, Colleen McDonald, certify that:

1. I have reviewed this quarterly report on Form 10-Q of Alpha Pro Tech, Ltd.;
2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
4. The registrant's other certifying officer and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the registrant and have:
 - e) Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
 - f) Designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
 - g) Evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
 - h) Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and
5. The registrant's other certifying officer and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's board of directors (or persons performing the equivalent functions):
 - c) All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
 - d) Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

DATE: **November 8, 2017**

BY: */s/ Colleen McDonald*

Colleen McDonald
Chief Financial Officer
(Principal Financial Officer)

Alpha Pro Tech, Ltd.
CERTIFICATION PURSUANT TO
18 U.S.C. SECTION 1350,
AS ADOPTED PURSUANT TO
SECTION 906 OF THE SARBANES-OXLEY ACT OF 2002

In connection with the quarterly report of Alpha Pro Tech, Ltd. (the "Company") on Form 10-Q for the quarter ended September 30, 2017, as filed with the Securities and Exchange Commission on the date hereof (the "Report"), I, Alexander Millar, President and Chairman of the Company, certify, pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002, that:

- (1) The Report fully complies with the requirements of Section 13(a) or 15(d) of the Securities Exchange Act of 1934; and
- (2) The information contained in the Report fairly presents, in all material respects, the financial condition and results of operations of the Company.

DATE: November 8, 2017

BY: /s/ Alexander Millar

Alexander Millar
President and Chairman

Alpha Pro Tech, Ltd.
CERTIFICATION PURSUANT TO
18 U.S.C. SECTION 1350,
AS ADOPTED PURSUANT TO
SECTION 906 OF THE SARBANES-OXLEY ACT OF 2002

In connection with the quarterly report of Alpha Pro Tech, Ltd. (the "Company") on Form 10-Q for the quarter ended September 30, 2017, as filed with the Securities and Exchange Commission on the date hereof (the "Report"), I, Lloyd Hoffman, Chief Executive Officer of the Company, certify, pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002, that:

- (1) The Report fully complies with the requirements of Section 13(a) or 15(d) of the Securities Exchange Act of 1934; and
- (2) The information contained in the Report fairly presents, in all material respects, the financial condition and results of operations of the Company.

DATE: November 8, 2017

BY: /s/ Lloyd Hoffman

Lloyd Hoffman
Chief Executive Officer

Alpha Pro Tech, Ltd.
CERTIFICATION PURSUANT TO
18 U.S.C. SECTION 1350,
AS ADOPTED PURSUANT TO
SECTION 906 OF THE SARBANES-OXLEY ACT OF 2002

In connection with the quarterly report of Alpha Pro Tech, Ltd. (the "Company") on Form 10-Q for the quarter ended September 30, 2017, as filed with the Securities and Exchange Commission on the date hereof (the "Report"), I, Colleen McDonald, Chief Financial Officer of the Company, certify, pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002, that:

- (1) The Report fully complies with the requirements of Section 13(a) or 15(d) of the Securities Exchange Act of 1934; and
- (2) The information contained in the Report fairly presents, in all material respects, the financial condition and results of operations of the Company.

DATE: November 8, 2017

BY: /s/ Colleen McDonald

Colleen McDonald
Chief Financial Officer