FORM 10-Q
SECURITIES AND EXCHANGE COMMISSION
Washington, D.C. 20549
(Mark one)
[X] QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15 (d) OF THE SECURITIES EXCHANGE ACT OF 1934.

For Quarterly Period Ended June 30, 2000
OR
[ ] TRANSITION REPORT PURSUANT TO SECTION 13 OR 15 (d) OF THE SECURITIES EXCHANGE ACT OF 1934.

For the transition period from $\qquad$ to $\qquad$

Commission File Number 1-8462
GRAHAM CORPORATION
(Exact name of registrant as specified in its charter)

| DELAWARE | $16-1194720$ <br> (State or other jurisdiction of <br> incorporation or organization) |
| :--- | ---: |
| (I.R.S. Employer |  |
| 20 FLORENCE AVENUE, BATAVIA, NEW YORK | Identification No.) |
| (Address of Principal Executive Offices) | (Zip Code) |

Registrant's telephone number, including Area Code - 716-343-2216
(Former name, former address and former fiscal year, if changed since last report.)

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15 (d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days.
YES _X__ No

As of August 4, 2000, there were outstanding 1,504,472 shares of common stock, $\$ .10$ per share.

GRAHAM CORPORATION AND SUBSIDIARIES

> FORM $10-Q$
> JUNE 30,2000

PART I - FINANCIAL INFORMATION
Unaudited consolidated financial statements of Graham Corporation (the Company) and its subsidiaries as of June 30, 2000 and for the three month period then ended are presented on the following pages. The financial statements have been prepared in accordance with the Company's usual accounting policies, are based in part on approximations and reflect all normal and recurring adjustments which are, in the opinion of management, necessary to a fair presentation of the results of the interim periods.

This part also includes management's discussion and analysis of the Company's financial condition as of June 30, 2000 and its results of operations for the three month period then ended.

GRAHAM CORPORATION AND SUBSIDIARIES CONSOLIDATED BALANCE SHEETS

<TABLE>
<CAPTION>
\begin{tabular}{|c|c|c|}
\hline & June 30,
\[
2000
\] & \[
\begin{gathered}
\text { March 31, } \\
2000
\end{gathered}
\] \\
\hline <S> & <C> & <C> \\
\hline \multicolumn{3}{|l|}{Assets} \\
\hline \multicolumn{3}{|l|}{Current Assets:} \\
\hline Cash and equivalents & \$ 25,000 & \$ 1,110,000 \\
\hline Investments & 4,905,000 & 4,905,000 \\
\hline Trade accounts receivable & 8,059,000 & 7,593,000 \\
\hline Inventories & 5,223,000 & 6,640,000 \\
\hline Domestic and foreign income taxes receivable & 56,000 & 300,000 \\
\hline Deferred income tax asset & 1,709,000 & 1,644,000 \\
\hline Prepaid expenses and other current assets & 511,000 & 400,000 \\
\hline & 20,488,000 & 22,592,000 \\
\hline Property, plant and equipment, net & 9,997,000 & 10,105,000 \\
\hline Deferred income tax asset & 1,766,000 & 1,862,000 \\
\hline Other assets & 31,000 & 37,000 \\
\hline & \$32,282,000 & \$34,596,000 \\
\hline
\end{tabular}
</TABLE>
June 30, 2000

March 31, 2000

| Liabilities and Shareholders' Equity |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Current liabilities: |  |  |  |  |
| Short-term debt | \$ | 2,094,000 |  | 2,000,000 |
| Current portion of long-term debt |  | 238,000 |  | 286,000 |
| Accounts payable |  | 1,895,000 |  | 2,672,000 |
| Accrued compensation |  | 2,679,000 |  | 3,228,000 |
| Accrued expenses and other liabilities |  | 1,008,000 |  | 865,000 |
| Customer deposits |  | 885,000 |  | 444,000 |
| Contingent liability |  | 696,000 |  | 700,000 |
|  |  | 9,495,000 |  | 10,195,000 |
| Long-term debt |  | 720,000 |  | 1,948,000 |
| Accrued compensation |  | 770,000 |  | 766,000 |
| Deferred income tax liability |  | 32,000 |  | 33,000 |
| Other long-term liabilities |  | 12,000 |  | 13,000 |
| Accrued pension liability |  | 1,408,000 |  | 1,339,000 |
| Accrued postretirement benefits |  | 3,229,000 |  | 3,210,000 |
| Total liabilities |  | 15,666,000 |  | 17,504,000 |
| Shareholders' equity: |  |  |  |  |
| Preferred stock, \$1 par value - <br> Authorized, 500,000 shares |  |  |  |  |
| Common stock, $\$ .10$ par value Authorized, 6,000,000 shares |  |  |  |  |
| Issued 1,690,595 shares on June 30, 2000 |  |  |  |  |
| Capital in excess of par value |  | 4,521,000 |  | 4,521,000 |
| Retained earnings |  | 16,544,000 |  | 16,898,000 |
| Accumulated other comprehensive loss |  | $(2,086,000)$ |  | $(1,964,000)$ |
|  |  | 19,148,000 |  | 19,624,000 |
| Less: |  |  |  |  |
| Treasury stock |  | $(2,532,000)$ |  | $(2,532,000)$ |
| Total shareholders' equity |  | 16,616,000 |  | 17,092,000 |
|  |  | 32,282,000 |  | 34,596,000 |

</TABLE>

GRAHAM CORPORATION AND SUBSIDIARIES
CONSOLIDATED STATEMENTS OF OPERATIONS AND RETAINED EARNINGS

<TABLE>
<CAPTION>
\begin{tabular}{|c|c|c|}
\hline & \multicolumn{2}{|c|}{Three Months ended June 30,} \\
\hline <S> & <C> & <C> \\
\hline Net Sales & \$ 8,284,000 & \$ 9,053,000 \\
\hline Cost and expenses: & & \\
\hline Cost of products sold & 6,425,000 & 6,413,000 \\
\hline Selling, general and administrative & 2,307,000 & 2,298,000 \\
\hline Interest expense & 74,000 & 42,000 \\
\hline & 8,806,000 & 8,753,000 \\
\hline Income (Loss) before income taxes & \((522,000)\) & 300,000 \\
\hline Provision (Benefit) for income taxes & \((168,000)\) & 119,000 \\
\hline Net income (loss) & \((354,000)\) & 181,000 \\
\hline Retained earnings at beginning of period & 16,898,000 & 17,731,000 \\
\hline Retained earnings at end of period & \$16,544,000 & \$17,912,000 \\
\hline Per Share Data: & & \\
\hline Basic: & & \\
\hline Net income (loss) & \$ (.23) & \$. 12 \\
\hline
\end{tabular}

Diluted:

</TABLE>
JUNE 30, 2000

| NOTE 1 - INVENTORIES |  |  |
| :---: | :---: | :---: |
| Major classifications of inventories are as follows: |  |  |
| <TABLE> |  |  |
| <CAPTION> |  |  |
|  | 6/30/00 | 3/31/00 |
| <S> | <C> | <C> |
| Raw materials and supplies | \$1,524,000 | \$1,627,000 |
| Work in process | 6,386,000 | 6,045,000 |
| Finished products | 1,281,000 | 1,304,000 |
|  | 9,191,000 | 8,976,000 |
| Less - progress payments | 3,968,000 | 2,336,000 |
|  | \$5,223,000 | \$6,640,000 |
| </TABLE> |  |  |
| NOTE 2 - EARNINGS PER SHARE: |  |  |
| Basic earnings per share is computed by dividing net income by |  |  |
| the weighted average number of common shares outstanding for the period Diluted earnings per share is calculated by dividing net |  |  |
| income by the weighted average number of common and, when applicable, potential common shares outstanding during the period. |  |  |
| A reconciliation of the $n$ diluted earnings per share <TABLE> <br> <CAPTION> | denominator below: | f basic and |



Basic earnings (loss) per share

| Numerator: |  |  |
| :---: | :---: | :---: |
| Net income (loss) | \$ $(354,000)$ | \$ 181,000 |
| Denominator: |  |  |
| Weighted common shares outstanding | 1,504,000 | 1,520,000 |
| Share equivalent units (SEU) outstanding | 11,000 | 5,000 |
| Weighted average shares and SEU's outstanding | 1,515,000 | 1,525,000 |
| Basic earnings (loss) per share | \$ (.23) | \$. 12 |

</TABLE>

</TABLE>

All options to purchase shares of common stock at various exercise prices were excluded from the computation of diluted loss per share as the effect would be antidilutive due to the net loss.
$\qquad$
NOTE 3 - CASH FLOW STATEMENT


Actual interest paid was $\$ 77,000$ and $\$ 41,000$ for the three months ended June 30, 2000 and 1999, respectively. In addition, actual income taxes refunded were $\$ 411,000$ for the three months ended June 30, 2000 and actual income taxes paid were $\$ 32,000$ for the three months ended June 30, 1999.

NOTE 4 - COMPREHENSIVE INCOME

Total comprehensive income (loss) was $\$(476,000)$ and $\$ 152,000$ for the three months ended June 30,2000 and 1999, respectively. Other comprehensive loss included foreign currency translation adjustments of $\$ 122,000$ and $\$ 29,000$ for the quarters ended June 30 , 2000 and 1999, respectively.

NOTE 5 - SEGMENT INFORMATION


The Company's business consists of two operating segments based upon geographic area. The United States segment designs and manufactures heat transfer and vacuum equipment and the operating segment located in the United Kingdom manufactures vacuum equipment. Operating segment information is presented below:

<TABLE>
<CAPTION>
<S>

</TABLE>
The segment net income (loss) above is reconciled to the consolidated totals as follows:

<TABLE>
<CAPTION>
\begin{tabular}{|c|c|c|c|c|}
\hline \multicolumn{3}{|l|}{<S>} & <C> & <C> \\
\hline \multicolumn{2}{|l|}{Total segment net income} & (loss) & \$ (437, 000 ) & \$181,000 \\
\hline \multicolumn{3}{|l|}{Eliminations} & 83,000 & \\
\hline \multicolumn{3}{|l|}{Net income (loss)} & \$ (354, 000 ) & \$181,000 \\
\hline
\end{tabular}
</TABLE>
GRAHAM CORPORATION
MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

June 30, 2000
Results of Operations

- ---------------------

Sales decreased 8\% in the first quarter of fiscal year 2001 compared to the same period last year. Sales for the first quarter decreased $8 \%$ in the United States and $15 \%$ in the United Kingdom compared to fiscal year 2000. The decrease in the United States sales is attributable to customer changes to equipment specifications which resulted in longer production schedules for several large projects. The decline in the United Kingdom sales is a reflection of the low level of new orders obtained during fiscal year 2000. In addition, the strength of the pound sterling as compared to other foreign currencies and the recession in the United Kingdom manufacturing sector have adversely impacted sales volumes and prices.

Cost of sales as a percent of sales for the first quarter was $78 \%$ compared to $71 \%$ a year ago. Cost of sales as a percent of sales for the United States operating segment was $80 \%$ for the current quarter compared to $71 \%$ for the first quarter of fiscal year 2000. For the United Kingdom operations, cost of sales remained stable at $74 \%$. While cost of sales as a percent of sales remained consistent in the United Kingdom, the significant increase in the United States is due to product mix as direct costs incurred in producing the new rectangular condenser product line are greater than the direct costs for the smaller, circular condensers. In addition, fixed production costs have increased while sales levels have declined causing this percentage to climb.

Selling, general and administrative expenses for the three months ended June 30,2000 were substantially the same as selling, general and administrative expenses for the same period of fiscal year 2000 and represented $28 \%$ of sales as compared to $25 \%$ in the first quarter last year. Selling, general and administrative expenses as a percent of sales exceeds the prior year percentage primarily due to the decline in sales levels during the current quarter as compared to the first quarter of last year.

Interest expense for the first quarter is up $76 \%$ or $\$ 32,000$ from the same period in fiscal year 2000. The increase is attributable to a higher level of borrowing in the United States during the quarter for working capital needs.

The effective income tax rate for the first quarter was $32 \%$ compared to $40 \%$ for the comparable three months of last year. The lower rate in the current year results from the utilization of prior year operating losses in the United Kingdom.

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Liquidity and Capital Resources
- _------_------------------------
    The financial condition of the Company remained relatively
stable. Working capital of $10,993,000 at June 30, 2000 compares
to $12,397,000 at March 31, 2000. The working capital decrease
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Liquidity and Capital Resources (concluded)

- ---------------------------------------------1
reflects decreases of $\$ 2,104,000$ and $\$ 700,000$ in current assets and
current liabilities, respectively. The decrease in current assets
related primarily to significant declines in cash and inventory.
The decrease in cash is due to paydowns on long-term debt while the
decline in inventory is due to the receipt of additional progress
payments on several large projects which are reported as a
reduction to inventory. The decrease in current liabilities is
attributable to a reduction in accounts payable which is mainly the
result of timing of purchases. The current ratio has remained
steady at 2.2 .
Net cash provided from operating activities for the first quarter was $\$ 248,000$. Net loss, adjusted for depreciation and amortization, used $\$ 114,000$ of operating cash. However, as noted above, the receipt of progress payments generated cash from operations to offset this use. Net cash used in investing activities for the three month period of $\$ 161,000$ was utilized for capital expenditures which were $\$ 188,000$ compared to $\$ 79,000$ for
the same period last year. The Company had commitments for capital expenditures of approximately $\$ 625,000$ as of June 30, 2000. Management anticipates spending approximately $\$ 1,000,000$ in fiscal year 2001 for capital additions to upgrade computer equipment and machinery. Net cash used in financing activities of $\$ 1,164,000$ was due primarily to paydowns on the United States line of credit.

Management expects that the cash flow from operations and lines of credit will provide sufficient resources to fund the fiscal year 2001 cash requirements.

The long-term debt to equity ratio of $6 \%$ compares to $13 \%$ at March 31, 2000. The total liabilities to assets ratio is 49\% compared to $51 \%$ at March 31, 2000. These ratios are reflective of the continued stability and strength of the Company's financial condition.

New Orders and Backlog
New orders for the first quarter were $\$ 12,425,000$ compared to $\$ 7,334,000$ for the same period last year. Prior to intercompany eliminations, new orders in the United States were \$11,760,000 compared to $\$ 6,538,000$ for the same period in fiscal year 2000 . New orders in the United Kingdom were $\$ 1,101,000$ compared to $\$ 1,104,00$ for the same quarter last year. The significant increase in new orders in the United States is due to significant orders obtained for rectangular condensers and other large equipment in the refinery and plastics industries.

Management anticipates growth opportunities in the power, pharmaceutical, fiber and resin industries. The Company will pursue new business in these areas in order to increase market share.

New Orders and Backlog (concluded)
Backlog of unfilled orders at June 30,2000 is $\$ 28,418,000$ compared to $\$ 13,857,000$ at this time a year ago and $\$ 24,302,000$ at March 31, 2000. Prior to intercompany eliminations, current backlog in the United States of $\$ 28,027,000$ compares to $\$ 23,689,000$ at March 31, 2000 and $\$ 13,108,000$ at June 30, 1999. Current backlog in the United Kingdom of $\$ 1,179,000$ compares to $\$ 1,198,000$ at March 31, 2000 and $\$ 958,000$ at June 30, 1999. The current backlog is reflective of the recent order activity. The current backlog, with the exception of approximately $\$ 5,000,000$, is scheduled to be shipped during the next twelve months and represents orders from traditional markets in the Company's established product lines.

Quantitative and Qualitative Disclosures about Market Risk

- ------------------------------------------------------------------

The Company is exposed to changes in interest rates, foreign currency exchange rates and equity prices which may adversely impact its results of operations and financial position. The Company is exposed to interest rate risk primarily through its borrowing activities. Risk associated with interest rate fluctuations on debt is managed by holding interest bearing debt to the absolute minimum and assessing the risks and benefits for incurring long-term debt. Based upon variable rate debt outstanding at June 30,2000 , a $1 \%$ change in interest rates would impact annual interest expense by $\$ 27,000$.

Over the past three years, Graham's international consolidated sales exposure approximates fifty percent of annual sales. Operating in world markets involves exposure to movements in currency exchange rates. Currency movements can affect sales in several ways. Foremost, the ability to competitively compete for orders against competition having a relatively weaker currency. Business lost due to this cannot be quantified. Secondly, redemption value of sales can be adversely impacted. The substantial portion of Graham's sales are collected in U.S. dollars. The Company enters into forward foreign exchange agreements to hedge its exposure against unfavorable changes in foreign currency values on significant sales contracts negotiated in foreign currencies. Graham uses derivatives for no other reason.

Foreign operations produced a net loss in the first quarter of $\$ 34,000$. As currency exchange rates change, translations of the

Quantitative and Qualitative Disclosures about Market Risk (concluded)

The Company has a Long-Term Incentive Plan which provides for awards of share equivalent units (SEU) for outside directors based upon the Company's performance. The outstanding SEU's are recorded at fair market value thereby exposing the Company to equity price risk. Gains and losses recognized due to market price changes are included in the quarterly results of operations. Based upon the SEU's outstanding at June 30,2000 and 1999 and the respective quarter end market price per share, a twenty to forty percent change in the respective quarter end market price of the Company's common stock would positively or negatively impact the Company's first quarter operating results by $\$ 26,000$ to $\$ 53,000$ for 2001 and $\$ 20,000$ to $\$ 40,000$ for 2000 . In the first quarter of 2001 , the loss, net of tax, recorded due to the increase in the stock price was not significant. Assuming required net income of $\$ 500,000$ to award SEU's is met and SEU's are granted to the five outside directors in accordance with the plan over the next five years, based upon the June 30, 2000 market price of the Company's stock of $\$ 7.63$ per share, a twenty to forty percent change in the stock price would positively or negatively impact the Company's operating results by $\$ 36,000$ to $\$ 73,000$ in 2002 , $\$ 38,000$ to $\$ 77,000$ in 2003 and $\$ 40,000$ to $\$ 81,000$ in 2004,2005 and 2006.

Accounting Standard Changes

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In June 1998, the Financial Accounting Standards Board issued Statement of Financial Accounting Standards No. 133, "Accounting for Derivative Instruments and Hedging Activities." This statement establishes accounting and reporting standards for derivative instruments, including certain derivative instruments embedded in other contracts, and derivatives utilized for hedging activities. It requires that an entity recognize all derivatives as either assets or liabilities in the statement of financial position and measure those instruments at fair value. This statement is effective for the Company in fiscal 2002. The impact of adopting this statement is not expected to have an adverse effect on the Company's financial statements.

GRAHAM CORPORATION AND SUBSIDIARIES
FORM 10-Q
JUNE 30, 2000
PART II - OTHER INFORMATION

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.

GRAHAM CORPORATION

> J. R. Hansen
> Vice President Finance and
> Administration / CFO (Principal
> Accounting Officer)

Date 08/04/00

## INDEX OF EXHIBITS

(2) Plan of acquisition, reorganization, arrangement, liquidation or succession

Not applicable.
(4) Instruments defining the rights of security holders, including indentures
(a) Equity securities

The instruments defining the rights of the holders of Registrant's equity securities are as follows:

Certificate of Incorporation, as amended of Registrant (filed as Exhibit 3(a) to the Registrant's annual report on Form $10-\mathrm{K}$ for the fiscal year ended December 31, 1989, and incorporated herein by reference.)

By-laws of registrant, as amended (filed as Exhibit 3.2(ii) to the Registrant's annual report on Form $10-\mathrm{K}$ for the fiscal year ended March 31, 1998, and is incorporated herein by reference.)
(b) Debt securities

Not applicable.
(10) Material Contracts

1989 Stock Option and Appreciation Rights Plan of Graham Corporation (filed on the Registrant's Proxy Statement for its 1990 Annual Meeting of Stockholders and incorporated herein by reference.)

1995 Graham Corporation Incentive Plan to Increase Shareholder Value (filed on the Registrant's Proxy Statement
for its 1996 Annual Meeting of Stockholders and incorporated herein by reference.)

Graham Corporation Outside Directors' Long-Term Incentive Plan (filed as Exhibit 10.3 to the Registrant's annual report on Form 10-K for the fiscal year ended March 31, 1998, and is incorporated herein by reference.)

Employment Contracts between Graham Corporation and Named Executive Officers (filed as Exhibit 10.4 to the Registrant's annual report on Form $10-\mathrm{K}$ for the fiscal year ended March 31, 1998, and is incorporated herein by reference.)

Senior Executive Severance Agreements with Named Executive Officers (filed as Exhibit 10.5 to the Registrant's annual report on Form $10-\mathrm{K}$ for the fiscal year ended March 31, 1998, and is incorporated herein by reference.)

Index to Exhibits (cont.)

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Long-Term Stock Ownership Plan of Graham Corporation (filed on the Registrant's Proxy Statement for its 2000 Annual Meeting of Stockholders and incorporated herein by reference.)
(11) Statement re-computation of per share earnings

Computation of per share earnings is included in Note 2 of the Notes to Financial Information.
(15) Letter re-unaudited interim financial information

Not applicable.
(18) Letter re-change in accounting principles

Not Applicable.
(19) Report furnished to security holders

None.
(22) Published report regarding matters submitted to vote of security holders

None.
(23) Consents of experts and counsel

Not applicable.
(24) Power of Attorney

Not applicable.
(27) Financial Data Schedule

Financial Data Schedule is included herein as Exhibit 27 of this report.
(99) Additional exhibits

None.

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<TABLE> <S> <C>
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<ARTICLE> 5

<LEGEND>
The schedule contains summary financial information extracted from the Graham
Corporation consolidated balance sheet and consolidated statement of operations
and retained earnings and is qualified in its entirety by reference to such
financial statements.
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