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

For Quarterly Period Ended
OR
[X] TRANSITION REPORT PURSUANT TO SECTION 13 OR 15 (d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the transition period from January 1, 1997 to March 31, 1997 Commission File Number 1-8462

GRAHAM CORPORATION
(Exact name of registrant as specified in its charter)

DELAWARE 16-1194720
(State or other jurisdiction of (I.R.S. Employer incorporation or organization) Identification No.)

20 FLORENCE AVENUE, BATAVIA, NEW YORK 14020
(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 $15(\mathrm{~d})$ of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days.

YES X
NO
As of May 12, 1997, there were outstanding 1,595,405 shares of common stock, $\$ .10$ par value. GRAHAM CORPORATION AND SUBSIDIARIES

FORM 10-Q
MARCH 31, 1997
PART I - FINANCIAL INFORMATION

Unaudited consolidated financial statements of Graham Corporation (the Company) and its subsidiaries as of March 31, 1997 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 adjustments which are, in the opinion of management, necessary to a fair statement of the results of the interim periods.

This part also includes management's discussion and analysis of the Company's financial condition as of March 31, 1997 and its results of operations for the three month period then ended.

GRAHAM CORPORATION AND SUBSIDIARIES

## CONSOLIDATED BALANCE SHEETS

<TABLE>
<CAPTION>

| - | $\begin{gathered} \text { March 31, } \\ 1997 \end{gathered}$ | $\begin{gathered} \text { December } 31, \\ 1996 \end{gathered}$ |
| :---: | :---: | :---: |
| <S> | <C> | <C> |
| Assets |  |  |
| Current Assets: |  |  |
| Cash and equivalents. | \$ 854,000 | \$ 1,263,000 |
| Marketable securities | 548,000 | 745,000 |
| Trade accounts receivable | 10,388,000 | 9,235,000 |
| Inventories . . . | 6,609,000 | 6,343,000 |
| Deferred tax asset. . | 841,000 | 820,000 |
| Prepaid expenses and other current assets | 507,000 | 530,000 |
|  | 19,747,000 | 18,936,000 |
| Property, plant and equipment, net. . . . | 9,490,000 | 9,572,000 |
| Deferred tax asset. | 1,894,000 | 1,852,000 |
| Other assets. . | 65,000 | 74,000 |
|  | \$31,196,000 | \$30,434,000 |

## </TABLE>

GRAHAM CORPORATION AND SUBSIDIARIES CONSOLIDATED BALANCE SHEETS (concluded)

## <TABLE>

<CAPTION>
<S>
Liabilities and Shareholders' Equity
Current liabilities:
Current portion of long-term debt . . . \$ 479,000 \$ 487,000


## </TABLE>

GRAHAM CORPORATION AND SUBSIDIARIES
CONSOLIDATED STATEMENTS OF OPERATIONS AND RETAINED EARNINGS

<TABLE>
<CAPTION>
\begin{tabular}{|c|c|c|}
\hline & \begin{tabular}{l}
THREE \\
ended
\[
1997
\]
\end{tabular} & \begin{tabular}{l}
MONTHS \\
March 31, \\
1996
\end{tabular} \\
\hline <S> & <C> & <C> \\
\hline Net Sales & \$14,328,000 & \$11,671,000 \\
\hline Cost and expenses: & & \\
\hline Cost of products sold . . . & 10,202,000 & 8,424,000 \\
\hline Selling, general and administrative . & 3,071,000 & 2,550,000 \\
\hline Interest expense. . . . & 65,000 & 126,000 \\
\hline & 13,338,000 & 11,100,000 \\
\hline Income before income taxes. & 990,000 & 571,000 \\
\hline Provision for income taxes. & 337,000 & 207,000 \\
\hline Net income. . & 653,000 & 364,000 \\
\hline Retained earnings at beginning of period. & 10,915,000 & 7,854,000 \\
\hline Retained earnings at end of period & \$11,568,000 & \$ 8,218,000 \\
\hline Per Share Data: & & \\
\hline Net income. . . & \$. 40 & \$. 23 \\
\hline Average number of shares outstanding . . . . . . . & 1,619,000 & 1,606,000 \\
\hline
\end{tabular}
</TABLE>

<CAPTION>
LS>

GRAHAM CORPORATION AND SUBSIDIARIES NOTES TO FINANCIAL STATEMENTS MARCH 31, 1997


Earnings per share is computed by dividing net income by the weighted average number of common shares and, when applicable, common equivalent shares outstanding during the period.

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NOTE 3 - CASH FLOW STATEMENT:
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Actual interest paid was $\$ 65,000$ and $\$ 160,000$ for the three
months ended March 31, 1997 and 1996, respectively. In addition,
actual income taxes paid were $\$ 627,000$ and $\$ 84,000$ for the three
months ended March 31, 1997 and 1996, respectively.
NOTE 4 - RECENTLY ISSUED ACCOUNTING STANDARD:
In March 1997, the Financial Accounting Standards Board issued
Statement of Financial Accounting Standards No. 128, "Earning Per
Share," which is effective for financial statements for both
interim and annual periods ending after December 15, 1997. This
new standard requires dual presentation of basic and diluted
earnings per share (EPS) on the face of the earnings statement and
requires a reconciliation of the numerators and denominators of
basic and diluted EPS calculations. The Company's current EPS
calculation conforms to basic EPS. Diluted EPS will not be
materially different from basic EPS since potential common shares
in the form of stock options are not materially dilutive.

GRAHAM CORPORATION
MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS March 31, 1997
Results of Operations
Sales increased 23\% in the first quarter 1997 compared to 1996. Sales increased $25 \%$ in the United States while sales in the United Kingdom remained flat. The product lines that attributed substantially to the sales increase were surface condensers, ejectors and vacuum pumps.

Cost of products sold was $71 \%$ of sales for the first quarter of 1997 compared to 72 \% for the same period in 1996. The percentages reflect a decline in direct costs as a percentage of selling prices offset by a slight increase in production overheads due to increased sales levels. Cost of products sold in the United States was $73 \%$ of sales in both the first quarter of 1997 and 1996, and cost of products sold in the United Kingdom also remained the same for both periods at $60 \%$ of sales.

Selling, general and administrative expenses increased 20\% from the first quarter of 1996. This increase is due to salary increases granted in 1997, incentive wage programs based on profit levels, and the allocation of additional resources to the sales force. Selling, general and administrative expenses represented $21 \%$ and $22 \%$ of sales for the three-month periods ended March 31, 1997 and 1996, respectively.

Interest expense decreased $48 \%$ from $\$ 126,000$ for the first quarter of 1996 to $\$ 65,000$ for the current period. This decline resulted from lower interest rates and lower levels of borrowing on the United States revolving credit facility as working capital needs have been financed primarily by cash flows from operating activities.

The income tax provision for the first quarter of 1997 was $34 \%$ of pretax income as compared to a $36 \%$ effective tax rate for the same period in 1996.

Financial Condition

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There were no significant changes in the financial condition of the Company during the first quarter of 1997.

Working capital of $\$ 10,272,000$ at March 31, 1997 compares to $\$ 8,179,000$ at December 31, 1996. The working capital increase reflects an increase in current assets of $\$ 811,000$ related mainly to accounts receivable and a decrease in current liabilities of $\$ 1,282,000$ which related primarily to accrued compensation. The increase in accounts receivable was attributable to the significant sales in the first quarter of 1997 which exceeded 1996 fourth quarter sales by $5 \%$. The decrease in accrued compensation is due to the timing of payment of certain benefits. The working capital ratio was 2.08 at March 31, 1997 and 1.76 at December 31, 1996.

Total long-term debt increased $\$ 1,314,000$ due substantially to additional borrowings on the United States revolving credit facility for working capital needs. This debt is classified as long term as the agreement allows the Company to convert borrowings greater than $\$ 2,000,000$ and up to $\$ 9,000,000$ into a two-year term loan at any time. The long-term debt to equity ratio is $26 \%$ compared to $16 \%$ at year-end 1996 and the total liabilities to assets ratio is 60\% compared to 61\% at year-end 1996.

Capital expenditures for the three month period were $\$ 237,000$ compared to $\$ 109,000$ for the same period in 1996. There were no major commitments for capital expenditures as of March 31, 1997. In fiscal year 1998, the Company anticipates capital expenditures of approximately $\$ 1,000,000$ primarily for machinery and computer equipment.

Management expects that the cash flow from operations and lines of credit will be sufficient to fund the 1997 cash requirements.

New Orders and Backlog

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New orders were $\$ 11,150,000$ compared to $\$ 11,431,000$ in the first quarter of 1996 and backlog of unfilled orders of $\$ 22,348,000$ currently compares to $\$ 25,578,000$ at December 31, 1996. New orders in the United States were $\$ 9,739,000$ as compared to $\$ 10,114,000$ in the first quarter 1996. New orders in the United Kingdom were $\$ 1,411,000$ compared to $\$ 1,317,000$ in the first quarter 1996. Backlog at March 31, 1997 in the United States is $\$ 21,011,000$ compared to $\$ 24,514,000$ at year-end 1996. Backlog at March 31, 1997 in the United Kingdom is \$1,337,000 compared to \$1,064,000 at year end 1996. Although backlog and new orders are down in the United States, prospects for new orders in the refinery, chemical and fertilizer industries are good. Currently, contract negotiations on a major order for a geothermal project are being finalized. In the United Kingdom, maintaining order levels has been difficult due to competition and the strength of the Pound Sterling. However, a major order was received during the quarter causing an increase in the backlog and growth is anticipated in the package and standard pump product lines. The current backlog is scheduled to be shipped during the next twelve months and represents orders from traditional markets in the Company's established product lines.

## Accounting Changes and Change in Fiscal Year

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In March 1997, the Financial Accounting Standards Board issued Statement of Financial Accounting Standards (SFAS) No. 128, "Earnings Per Share," which is effective for interim and annual periods ending after December 15, 1997. Early adoption of the statement is not permitted. SFAS No. 128 will require the Company to restate all previously reported earnings per share information to conform with the new pronouncement's requirements.

Effective April 1, 1997, the Company changed its year end from December 31 to March 31. Management anticipates that this change will be beneficial to the operations of the business.

GRAHAM CORPORATION
FORM 10-Q
MARCH 31, 1997
PART II - OTHER INFORMATION

Item 6. Exhibits and Reports on Form 8-K
a. See index to exhibits.
b. A Form 8-K was filed on March 25, 1997 which reported under Item 8 a change in the fiscal year.

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
$s \backslash J . R$. Hansen
J. R. Hansen
Vice President Finance and
Administration / CFO

Date 05/12/97

## INDEX TO 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(ii) to the Registrant's annual report on Form 10-K for the fiscal year ended December 31, 1995, and is incorporated herein by reference.)

Shareholder Rights Plan of Graham Corporation (filed as Exhibit (4) to Registrant's current report filed on Form 8-K on February 26, 1991, as amended by Registrant's Amendment No. 1 on Form 8 dated June 8, 1991, and 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 1991 Annual Meeting of Shareholders 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 Shareholders and incorporated herein by reference.)
(11) Statement re-computation of per share earnings

Computation of per share earnings is included herein as Exhibit 11 of this report.
(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

EXHIBIT 11

COMPUTATION OF EARNINGS PER SHARE

<TABLE> <S> <C>
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<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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<MULTIPLIER> 1,000

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