## FORM 10-Q

SECURITIES AND EXCHANGE COMMISSION
Washington, D.C. 20549


GRAHAM CORPORATION AND SUBSIDIARIES
FORM 10-Q
MARCH 31, 1996
PART I - FINANCIAL INFORMATION

| Corporation (the company) and its subsidiaries as of March 31, 1996 and for the three month period then ended are presented on the |  |  |
| :---: | :---: | :---: |
| 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, 1996 and its results of operations for the three month period then ended. |  |  |
| GRAHAM CORPORATION AND SUBSIDIARIES CONSOLIDATED BALANCE SHEETS |  |  |
| <TABLE> |  |  |
| <CAPTION> |  |  |
|  | $\begin{gathered} \text { March } 31, \\ 1996 \end{gathered}$ | $\begin{gathered} \text { December } 31, \\ 1995 \end{gathered}$ |
| <S> | <C> | <C> |
| Assets |  |  |
| Current Assets: |  |  |
| Cash and equivalents. | \$ 551,000 | \$ 411,000 |
| Trade accounts receivable | 9,201,000 | 10,611,000 |
| Inventories | 6,319,000 | 6,621,000 |
| Deferred tax asset. | 698,000 | 698,000 |
| Prepaid expenses and other current assets. | 296,000 | 589,000 |
|  | 17,065,000 | 18,930,000 |
| Property, plant and equipment, net. | 8,780,000 | 8,918,000 |
| Deferred tax asset. | 1,600,000 | 1,600,000 |
| Other assets. | 37,000 | 32,000 |
|  | \$27,482,000 | \$29,480,000 |

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## </TABLE>

GRAHAM CORPORATION AND SUBSIDIARIES CONSOLIDATED STATEMENTS OF OPERATIONS AND RETAINED EARNINGS

## <TABLE>

<CAPTION>


GRAHAM CORPORATION AND SUBSIDIARIES

<TABLE>
<CAPTION>

</TABLE>
NOTES TO FINANCIAL STATEMENTS
MARCH 31, 1996


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 $\$ 160,000$ and $\$ 217,000$ for the three months ended March 31, 1996 and 1995, respectively. In addition, actual income taxes paid were $\$ 84,000$ and $\$ 224,000$ for the three months ended March 31, 1996 and 1995, respectively.

## NOTE 4 - RECENTLY ISSUED ACCOUNTING STANDARD:

In October 1995, the Financial Accounting Standards Board issued Statement of Financial Accounting Standards No. 123, "Accounting for Stock-Based Compensation," which requires adoption no later than fiscal years beginning after December 15, 1995. The new standard defines a fair value method of accounting for stock options and similar equity instruments. Under the fair value method, compensation cost is measured at the grant date based on the fair value of the award and is recognized over the service period, which is usually the vesting period.

Pursuant to the new standard, companies are encouraged, but not required, to adopt the fair value method of accounting for employee stock-based transactions. Companies are also permitted to continue to account for such transactions under Accounting Principles Board Opinion No. 25, "Accounting for Stock Issued to Employees," (APB 25) but would be required to disclose in a note to the financial statements pro forma net income and, if presented, earnings per share as if the company had applied the new method of accounting.

The accounting requirements of the new method are effective for all employee awards granted after the beginning of the fiscal year of adoption. The company has elected to continue to account for employee stock-based transactions under APB 25, however, it has not disclosed pro forma net income and earnings per share as if the company had applied the new method of accounting as these amounts have not yet been determined.

## GRAHAM CORPORATION

MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

March 31, 1996
Results of Operations

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

Sales increased 25\% in the first quarter 1996 compared to 1995. Sales increased 27\% and 15\% in the United States and United Kingdom operations, respectively. This increase in sales in the United States is reflective of the company's strong backlog entering 1996 and the ability to ship the orders in the first quarter. The increased sales in the U.K. reflects shorter processing time for orders received in the first quarter.

Cost of products sold was $72 \%$ of sales for the first quarter of 1996 compared to $73 \%$ for the same period in 1995. The percentages reflect management's conserted effort to maintain overhead costs at a relatively constant level while increasing sales volume and selling prices. Cost of products sold in the United States was $73 \%$ of sales compared to $74 \%$ in the first quarter of 1995. In the United Kingdom cost of products sold was $60 \%$ of sales compared to $64 \%$ for the same period in 1995.

Selling, general and administrative expenses increased 14\% from the first quarter of 1995. This increase is due to salary increases granted in 1996 and additional selling expenses incurred due to the rise in sales levels. Selling, general and administrative expenses represented $22 \%$ and $24 \%$ of sales for the three-month periods ended March 31, 1996 and 1995, respectively.

Interest expense decreased 25\% from $\$ 167,000$ for the first quarter of 1995 to $\$ 126,000$ for the current period. This decline resulted solely from 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 1996 was $36 \%$ of pretax income as compared to a $30 \%$ effective tax rate for the same period in 1995.

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Financial Condition
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There were no significant changes in the financial condition of the company during the first quarter of 1996.

Working capital of $\$ 7,347,000$ at March 31, 1996 compares to $\$ 7,074,000$ at December 31, 1995. The working capital increase reflects a decrease in current assets of $\$ 1,865,000$ related mainly to accounts receivable and a decrease in current liabilities of $\$ 2,138,000$ which related primarily to accounts payable and accrued compensation. The decrease in accounts receivable was attributable to collections from customers on the significant sales in the fourth quarter of 1995 as well as first quarter sales being substantially lower than 1995 fourth quarter sales. The working capital ratio was 1.76 at March 31, 1996 and 1.60 at December 31, 1995.

Short-term debt increased from \$206,000 at year-end to \$341,000 at March 31, 1996 and represents solely borrowings by the United Kingdom operation for working capital requirements. Total long-term debt decreased $\$ 63,000$ due substantially to the the scheduled paydown on the Employee Stock Ownership Plan Loan Payable. The long-term debt to equity ratio is $41 \%$ compared to $44 \%$ at year-end 1995 and the total liabilities to assets ratio is $68 \%$ compared to $71 \%$ at year-end 1995. These ratios reflect management's success in its efforts to reduce debt.

Capital expenditures for the three month period were $\$ 109,000$ compared to $\$ 46,000$ for the same period in 1995. There were no major commitments for capital expenditures as of March 31, 1996. In 1996, the company expects to spend approximately $\$ 750,000$ in capital additions primarily for upgrade of computer equipment and machinery.

Management expects that the cash flow from operations and lines of credit will be sufficient to fund the 1996 cash requirements.

New Orders and Backlog

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New orders were $\$ 11,431,000$ compared to $\$ 13,167,000$ in the first quarter of 1995 and backlog of unfilled orders of $\$ 21,588,000$ currently compares to $\$ 21,837,000$ at December 31, 1995. New orders in the United States were $\$ 10,114,000$ as compared to $\$ 12,189,000$ in the first quarter 1995. New orders in the United Kingdom were $\$ 1,317,000$ compared to $\$ 978,000$ in the first quarter 1995. Backlog at March 31, 1996 in the United States is $\$ 20,665,000$ compared to $\$ 21,136,000$ at year-end 1995. Backlog at March 31, 1996 in the United Kingdom is \$923,000 compared to \$701,000 at year end 1995. 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.

Item 6. Exhibits and Reports on Form 8-K
a. See index to exhibits.
b. No reports on Form $8-K$ were filed during the quarter ended March 31, 1996.

## 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.

Graham Corporation
$s \backslash J . R$. Hansen
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J. R. Hansen

Vice President Finance and
Administration / CFO

Date 05/14/96

## 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:

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Certificate of Incorporation, as amended, of
Registrant (filed as Exhibit 3(a) to the Registrant's
annual report on Form 10-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.)
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(b) Debt securities

Not applicable.
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.)
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
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

| COMPUTATION OF EARNINGS | PER SHARE |  |
| :---: | :---: | :---: |
| <TABLE> |  |  |
| <CAPTION> |  |  |
|  | Three months ended | Three months ended |
|  | March 31, 1996 | March 31, 1995 |
| <S> | <C> | <C> |
| Calculation of common and common equivalent shares: |  |  |
| Shares outstanding at beginning |  |  |
| Weighted average number of shares issued during the period: |  |  |
| Issuance of shares | 1,000 |  |
| Weighted average shares outstanding | 1,055,000 | 1,051,000 |
| Common equivalent shares if stock options were exercised | 5,000 | 1,000 |
| Average number of common and common equivalent shares outstanding | 1,060,000 | 1,052,000 |
| Calculation of earnings per share: |  |  |
| Net income | \$364,000 | \$19,000 |
| ```Average number of common and common equivalent shares outstanding 1,060,000 1,052,000``` |  |  |
| Net income per common and common equivalent share <br> \$. 34 <br> \$. 02 |  |  |
| <FN> |  |  |
| Fully diluted earnings per share i per share as the period-end market pric in greater dilution. </TABLE> | s equivalent to <br> e of common sto | imary earnings <br> does not result |

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

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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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[^0]:    </TABLE>

