SECURITIES AND EXCHANGE COMMISSION
Washington, D.C. 20549


GRAHAM CORPORATION AND SUBSIDIARIES
FORM 10-Q
JUNE 30, 1996
PART I - FINANCIAL INFORMATION

Unaudited consolidated financial statements of Graham Corporation (the company) and its subsidiaries as of June 30, 1996 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, 1996 and its results of operations for the three month and six month periods then ended.

GRAHAM CORPORATION AND SUBSIDIARIES CONSOLIDATED BALANCE SHEETS

<TABLE>
<CAPTION>

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GRAHAM CORPORATION AND SUBSIDIARIES
CONSOLIDATED STATEMENTS OF OPERATIONS AND RETAINED EARNINGS <TABLE>
<CAPTION>

|  | $\begin{aligned} & \text { THREE MONTHS } \\ & \text { ended June } 30, \\ & 1996 \end{aligned}$ |  | SIX MONTHSended June 30,1996 |  |
| :---: | :---: | :---: | :---: | :---: |
| <S> | <C> | <C> | <C> | <C> |
| Net Sales | \$13,409,000 | \$12,007,000 | \$25,080,000 | \$21,312,000 |
| Cost and expenses: |  |  |  |  |
| Cost of products sold. | 9,572,000 | 9,341,000 | 17,996,000 | 16,146,000 |
| Selling, general and administrative. | 2,938,000 | 2,531,000 | 5,489,000 | 4,758,000 |
| Interest expense . | 113,000 | 160,000 | 238,000 | 327,000 |
| Litigation Provision |  | 194,000 |  | 272,000 |
|  | 12,623,000 | 12,226,000 | 23,723,000 | 21,503,000 |


| Income (Loss) before income taxes. | $786,000$ | $(219,000)$ | 1,357,000 | $(191,000)$ |
| :---: | :---: | :---: | :---: | :---: |
| Provision (Benefit) for <br> income taxes | 314,000 | $(82,000)$ | 521,000 | $(73,000)$ |
| Net income (loss) | 472,000 | $(137,000)$ | 836,000 | $(118,000)$ |
| Retained earnings at beginning of period. | 8,218,000 | 6,739,000 | 7,854,000 | 6,720,000 |
| Retained earnings at end of period | 8,690,000 | \$ 6,602,000 | \$ 8,690,000 | \$ 6,602,000 |
| Per Share Data: |  |  |  |  |
| Net income (loss) | \$. 44 | (\$.13) | \$. 78 | (\$.11) |
| Average number of common and common equivalent shares outstanding. | 1,072,000 | 1,051,000 | 1,070,000 | 1,051,000 |
| </TABLE> |  |  |  |  |

GRAHAM CORPORATION AND SUBSIDIARIES
CONSOLIDATED STATEMENTS OF CASH FLOWS
<TABLE>
<CAPTION>


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.

MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS<br>June 30, 1996

Results of Operations

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Sales increased $12 \%$ in the second quarter 1996 compared to 1995. Sales for the second quarter increased $13 \%$ in the United States and 3\% in the United Kingdom compared to 1995. Sales for the six months ended June 30,1996 increased 18\% from the same period last year. Sales increased 19\% in the United States and 8\% in the United Kingdom from the same period last year. The increase in the United States sales is due to a higher sales volume of the company's smaller product lines and a relatively stable shipment schedule throughout 1996 as compared to the fluctuations in quarterly sales levels in 1995. The increase in the United Kingdom sales is attributable to shorter processing time for orders received and increased sales volume of certain standard products and spare parts.

Cost of sales as a percent of sales for the second quarter 1996 was $71 \%$ compared to $78 \%$ a year ago. Cost of sales as a percent of sales for the three month period was $72 \%$ for the United States operations compared to $79 \%$ last year and $70 \%$ for the United Kingdom operations compared to $62 \%$ last year. For the six months, cost of sales as a percent of sales was $72 \%$ compared to $76 \%$ a year ago. In the United States cost of sales as a percent of sales was $72 \%$ compared to $77 \%$ a year ago, and in the United Kingdom cost of sales as a percent of sales was 65\% compared to 63\% a year ago. The favorable percentages for the United States reflect the impact of price increases while maintaining material cost levels. The increase in the United Kingdom percentages is attributable to additional overhead expenses which management does not anticipate to be recurring.

Selling, general and administrative expenses increased 16\% from the second quarter of 1995 , and represent $22 \%$ of sales as compared to 21\% in 1995. For the six months ended June 30, 1996, selling, general and administrative expenses are up 15\% as compared to the
same period in 1995 and were $22 \%$ of sales for the six month period in both 1996 and 1995. The increase in selling, general and administrative expenses is primarily attributable to salary increases granted in 1996 and higher selling expenses which are directly related to the increase in sales levels.

Interest expense for the second quarter is down 29\% from the same period in 1995. Interest expense for the six month period in 1996 is down $27 \%$ compared to the six month period in 1995. These decreases resulted from lower levels of borrowing on the United States revolving credit facility due to strong cash flow in the first half of the year.

The effective income tax rate for the second quarter and the six-month period in 1996 remained relatively consistent at $40 \%$ and $38 \%$ respectively, compared to $37 \%$ and $38 \%$ for the second quarter and six-month period of 1995.

On July 25, 1996, the Board of Directors authorized a three-for-two stock split in order to increase the liquidity of Graham stock, and allow for wider ownership.

Financial Condition
There were no significant changes in the financial condition of the company for the first half of 1996. Working capital of $\$ 6,864,000$ at June 30,1996 compares to $\$ 7,074,000$ at December 31, 1995. The working capital decrease from year end reflects a decrease in current assets of $\$ 2,079,000$ and a decrease in current liabilities of $\$ 1,869,000$. The decrease in current assets related primarily to a significant decrease in accounts receivable due to improved timeliness of collections from customers offset by an increase in cash and equivalents. The decrease in current liabilities reflects the decline in accounts payable which is attributable to timing of material purchases.

Capital expenditures for the six month period were $\$ 237,000$ compared to $\$ 81,000$ for the same period in 1995. There were no major commitments for capital expenditures as of June 30, 1996. Management anticipates spending approximately $\$ 750,000$ in 1996 for capital additions to upgrade computer equipment and machinery.

Short-term debt increased $\$ 232,000$ from year end due to additional borrowings for working capital needs of the United Kingdom operation. Total long-term debt decreased $\$ 1,205,000$ from year end due to paydowns on the United States revolving credit line. The long-term debt to equity ratio is $26 \%$ compared to $44 \%$ at year-end 1995 and the total liabilities to assets ratio is 66\% compared to $71 \%$ at year-end 1995. These ratios are reflective of management's concerted effort to reduce debt.

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

New Orders and Backlog

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New orders for the second quarter were $\$ 17,260,000$ compared to $\$ 13,269,000$ for the same period last year. New orders in the United States were $\$ 15,774,000$ compared to $\$ 12,321,000$ for the same period in 1995. New orders in the United Kingdom were $\$ 1,486,000$ compared to $\$ 948,000$ for the same quarter last year. For the first six months new orders were $\$ 28,691,000$ compared to $\$ 26,436,000$ in the first half of 1995. New orders in the United States were $\$ 25,888,000$ for the first half of 1996 compared to $\$ 24,510,000$ for the same period last year and new orders in the United Kingdom were $\$ 2,803,000$ compared to $\$ 1,926,000$ for the first six months of 1995 . New orders are at a historically high level and consist of large contracts for the ethylene and plastic related markets and standard and packaged pump equipment.

Backlog of unfilled orders at June 30, 1996 is $\$ 25,455,000$ compared to $\$ 24,132,000$ at this time a year ago and \$21,837,000 at year end 1995. Current backlog in the United States of $\$ 24,191,000$

New Orders and Backlog (cont.)

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compares to $\$ 21,136,000$ at year end 1995 and $\$ 23,398,000$ at June 30, 1995. Current backlog in the United Kingdom of $\$ 1,264,000$ compares to $\$ 701,000$ at December 31, 1995 and $\$ 734,000$ at June 30,


# GRAHAM CORPORATION AND SUBSIDIARIES <br> FORM 10-Q <br> JUNE 30, 1996 <br> PART II - OTHER INFORMATION 

Item 4. Submission of Matters to a Vote of Security Holders
In addition to election of directors and selection of independent accountants, one proposal was submitted to the company's stockholders for a vote at the company's annual meeting of stockholders held on May 9, 1996 (the "annual meeting").

At the annual meeting, the stockholders approved and ratified the 1995 Graham Corporation Incentive Plan to Increase Shareholder Value (the "Plan"). The purpose of the plan is to increase shareholder value by promoting the growth and profitability of Graham and its subsidiaries, to attract and retain directors, officers and key
management employees of outstanding competence, to provide such directors, officers and key management employees with an equity interest in Graham, and to provide certain
directors and key management employees of Graham and its subsidiaries, upon whose efforts Graham is largely dependent for the successful conduct of its business, with an incentive to achieve corporate objectives. The Plan authorizes the Compensation Committee of the Board of Directors to grant options for the purchase of up to 128,000 shares of the company's common stock. The Plan is described in the company's Proxy Statement and is set forth in its entirety as Appendix A of the Proxy Statement. The number of affirmative and negative votes cast and abstentions, at the annual meeting with respect
to this proposal to approve the Plan were:

| For: | 501,911 |
| ---: | ---: |
| Against: | 4,542 |
| Abstentions: | 3,798 |

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 June 30, 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.

$$
\begin{aligned}
& \text { Graham Corporation } \\
& \text { S\J. R. Hansen } \\
& ---------------------------------1 \text { Hansen } \\
& J . \text { R. } \\
& \text { Vice President Finance and } \\
& \text { Administration / CFO }
\end{aligned}
$$

(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-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 $10-\mathrm{K}$ 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.

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(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

|  | Three months ended June 30 19961995 |  | Six monthsended June 301996 |  |
| :---: | :---: | :---: | :---: | :---: |
| <S> | <C> | <C> | <C> | <C> |
| Calculation of common and common equivalent shares: |  |  |  |  |
| Shares outstanding at beginning of the period | 1,057,000 | 1,051,000 | 1,054,000 | 1,051,000 |
| Weighted average number of shares issued during the period: |  |  |  |  |
| Issuance of shares |  |  | 2,000 |  |
| Weighted average shares outstanding | 1,057,000 | 1,051,000 | 1,056,000 | 1,051,000 |
| Common equivalent shares if stock options were exercised | 15,000 |  | 14,000 |  |
| Average number of common and common equivalent shares outstanding | 1,072,000 | 1,051,000 | 1,070,000 | 1,051,000 |
| Calculation of earnings per share: |  |  |  |  |
| Net income (loss) | \$472,000 | (\$137,000) | \$836,000 | $(\$ 118,000)$ |
| Average number of common and common equivalent shares outstanding | 1,072,000 | 1,051,000 | 1,070,000 | 1,051,000 |
| Earnings (Loss) per common and common equivalent share | \$. 44 | (\$.13) | \$. 78 | (\$.11) |
| <FN> |  |  |  |  |
| Fully diluted earnings per share is period-end market price of common stoc </TABLE> | equivalent does not r | to primary e result in gre | nings per ter dilutio | are as the |

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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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