## 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 September 30, 1998
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
(State or other jurisdiction of

incorporation or organization) | (I.R.S. Employer |
| ---: |
| Identification No.) |

(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 $\qquad$
As of November 6, 1998, $\overline{\text { there }}$ were outstanding 1,584,995 shares of common stock, $\$ .10$ per share.

GRAHAM CORPORATION AND SUBSIDIARIES
FORM 10-Q
SEPTEMBER 30, 1998
PART I - FINANCIAL INFORMATION

Unaudited consolidated financial statements of Graham Corporation (the Company) and its subsidiaries of September 30, 1998 and for the three month and six month periods 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 September 30, 1998 and its results of operations for the three month period then ended.

GRAHAM CORPORATION AND SUBSIDIARIES CONSOLIDATED BALANCE SHEETS

## <TABLE>

<CAPTION>
<S>

| $\begin{gathered} \text { September } \\ 30, \end{gathered}$ | March 31, |
| :---: | :---: |
|  | 1998 |
| <C> | <C> |
| \$ 102,000 | \$ 1,694,000 |
| 5,153,000 | 4,801,000 |
| 6,821,000 | 6,791,000 |
| 6,062,000 | 10,278,000 |
| 912,000 | 881,000 |
| 499,000 | 468,000 |
| 19,549,000 | 24,913,000 |
| 9,950,000 | 10,026,000 |
| 2,036,000 | 2,067,000 |
| 7,000 | 24,000 |
| \$31,542,000 | \$37,030,000 |

</TABLE>

GRAHAM CORPORATION AND SUBSIDIARIES CONSOLIDATED BALANCE SHEETS (concluded)

## <TABLE>

<CAPTION>

|  | $\begin{gathered} \text { September } \\ 30, \\ 1998 \end{gathered}$ | March 31, 1998 |
| :---: | :---: | :---: |
| <S> | <C> | <C> |
| Liabilities and Shareholders' Equity |  |  |
| Current liabilities: |  |  |
| Short-term debt due banks |  | \$ 40,000 |
| Current portion of long-term debt | \$ 513,000 | 505,000 |
| Accounts payable | 2,018,000 | 4,195,000 |
| Accrued compensation | 3,624,000 | 4,940,000 |
| Accrued expenses and other liabilities | 846,000 | 1,039,000 |
| Customer deposits | 572,000 | 779,000 |
| Domestic and foreign income taxes payable | 153,000 | 956,000 |
|  | 7,726,000 | 12,454,000 |
| Long-term debt | 615,000 | 859,000 |
| Deferred compensation | 1,115,000 | 1,007,000 |
| Other long-term liabilities | 223,000 | 264,000 |


| Deferred pension liability | 1,398,000 | 1,464,000 |
| :---: | :---: | :---: |
| Accrued postretirement benefits | 3,247,000 | 3,207,000 |
| Total liabilities | 14,324,000 | 19,255,000 |
| Shareholders' equity: |  |  |
| Preferred Stock, \$1 par value Authorized, 500,000 shares |  |  |
| Common stock, $\$ .10$ par value Authorized, 6,000,000 shares Issued 1,690,595 shares on September |  |  |
| 30, |  |  |
| 1998 and on March 31, 1998 | 169,000 | 169,000 |
| Capital in excess of par value | 4,521,000 | 4,521,000 |
| Cumulative foreign currency translation adjustment | $(1,746,000)$ | (1,781, 000 ) |
| Retained earnings | 16,383,000 | 15,362,000 |
|  | 19,327,000 | 18,271,000 |
| Less: |  |  |
| Treasury Stock | $(1,784,000)$ | (71,000) |
| Employee Stock Ownership Plan Loan Payable | $(325,000)$ | $(425,000)$ |
| Total shareholders' equity | 17,218,000 | 17,775,000 |
|  | \$31,542,000 | \$37,030,000 |

</TABLE>

GRAHAM CORPORATION AND SUBSIDIARIES
CONSOLIDATED STATEMENTS OF OPERATIONS AND RETAINED EARNINGS <TABLE>
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|  | Three Months ended September 30, 19981997 |  | $$ |  |
| :---: | :---: | :---: | :---: | :---: |
| <S> | <C> | <C> | <C> | <C> |
| Net Sales | \$11,417,000 | \$14,618,000 | \$26,573,000 | \$26,473,000 |
| Cost and expenses: |  |  |  |  |
| Cost of products sold | 8,164,000 | 9,656,000 | 18,828,000 | 17,828,000 |
| Selling, general and administrative | 3,104,000 | 3,471,000 | 6,076,000 | 6,407,000 |
| Interest expense | 55,000 | 61,000 | 121,000 | 140,000 |
|  | 11,323,000 | 13,188,000 | 25,025,000 | 24,375,000 |
| Income before income taxes | 94,000 | 1,430,000 | 1,548,000 | 2,098,000 |
| Provision for income taxes | 37,000 | 485,000 | 527,000 | 720,000 |
| Net income | 57,000 | 945,000 | 1,021,000 | 1,378,000 |
| Retained earnings at beginning of period | 16,326,000 | 12,029,000 | 15,362,000 | 11,596,000 |
| Retained earnings at end of period | \$16,383,000 | \$12,974,000 | \$16,383,000 | \$12,974,000 |
| Per Share Data: Basic: |  |  |  |  |
| Net income | \$. 04 | \$. 58 | \$. 63 | \$. 85 |
| Diluted: |  |  |  |  |
| Net income | \$. 04 | \$. 56 | \$. 62 | \$. 82 |

0

<TABLE>
<CAPTION> \(\quad\)\begin{tabular}{c} 
Six Months Ended \\
September
\end{tabular}
</TABLE>
<TABLE>

| <CAPTION> | $\begin{aligned} & \text { Six Months Ended } \\ & \text { September } 30, \\ & 1998 \quad 1997 \end{aligned}$ |  |
| :---: | :---: | :---: |
|  |  |  |
| <S> | <C> | <C> |
| Investing activities: |  |  |
| Purchase of property, plant and equipment | $(399,000)$ | $(336,000)$ |
| Purchase of marketable securities | $(5,654,000)$ | $(2,851,000)$ |
| Proceeds from maturity of marketable securities | 5,291,000 | 1,156,000 |
| Net cash used by investing activities | $(762,000)$ | $(2,031,000)$ |
| Financing activities: <br> (Decrease) Increase in short-term debt | $(40,000)$ | 144,000 |
| Proceeds from issuance of long-term debt | 5,110,000 | 5,441,000 |
| Principal repayments on long-term debt | $(5,260,000)$ | $(7,066,000)$ |
| Issuance of common stock |  | 861,000 |
| Purchase of treasury stock | $(1,713,000)$ |  |
| Net cash used by financing activities | $(1,903,000)$ | $(620,000)$ |
| Effect of exchange rate on cash | 3,000 |  |
| Net increase (decrease) in cash and equivalents | $(1,592,000)$ | 441,000 |
| Cash and equivalents at beginning of period | 1,694,000 | 854,000 |
| Cash and equivalents at end of period | \$ 102,000 | \$ 1,295,000 |



| Numerator: |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Net income | \$ 57,000 | \$ 945,000 | \$1,021,000 | \$ 1,378,000 |
| Denominator: |  |  |  |  |
| Weighted average shares and SEU's outstanding | 1,592,000 | 1,645,000 | 1,622,000 | 1,622,000 |
| Stock options outstanding | 17,000 | 51,000 | 22,000 | 53,000 |
| Contingently issuable SEU's | 4,000 | 2,000 | 6,000 | 2,000 |
| Weighted average common and potential common shares outstanding | 1,613,000 | 1,698,000 | 1,650,000 | $1,677,000$ |
| Diluted earnings per share | \$. 04 | \$. 56 | \$. 62 | \$. 82 |

/TABLE>
Options to purchase 55,200 shares of common stock at $\$ 21.44$ per share and 11,250 shares at $\$ 21.25$ were not included in the computation of diluted earnings per share because the options' exercise price was greater than the average market price of the common shares.

NOTE 3 - CASH FLOW STATEMENT

Actual interest paid was $\$ 122,000$ and $\$ 141,000$ for the six
months ended September 30,1998 and 1997, respectively. In
addition, actual income taxes paid were $\$ 1,319,000$ and $\$ 709,000$ for
the six months ended September 30,1998 and 1997 , respectively.
NOTE 4 - COMPREHENSIVE INCOME

Effective April 1, 1998, the Company adopted Statement of Financial Accounting Standards No. 130, "Reporting Comprehensive Income." This statement requires reporting and disclosure of comprehensive income and its components in financial statement format. Comprehensive income is defined as the change in equity of a business enterprise during a period from transactions and other events and circumstances from nonowner sources. The Company has determined that at March 31, 1999 it will display comprehensive income in a separate statement of comprehensive income. The Company's comprehensive earnings were as follows:
<TABLE>
<CAPTION>

Other comprehensive
income, net of tax
Foreign currency
translation adjustment

Comprehensive income
C/TABLE>

## </TABLE>

The foreign currency translation adjustment is not currently adjusted for income taxes since it relates to an investment which is permanent in nature.

GRAHAM CORPORATION
MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL
CONDITION AND RESULTS OF OPERATIONS
September 30, 1998

## Results of Operations

Sales decreased $22 \%$ in the second quarter of fiscal year 1999 compared to 1998. Sales for the second quarter decreased 25\% in the United States and increased $34 \%$ in the United Kingdom compared to 1998. Sales for the six months ended September 30, 1998 were flat both in the United States and the United Kingdom compared to sales for the same period last year. The decline in sales for the second quarter in the United States is attributable to production scheduling changes for certain projects due to customer requirements. As a result the shipment of the equipment has been postponed to the third quarter. The increase in the United Kingdom sales is due to shipment schedules. Last year a large project anticipated to ship in the second quarter was delayed until the third quarter causing second quarter sales to be unusually low.

Cost of sales as a percent of sales for the second quarter 1999 was $72 \%$ compared to $66 \%$ a year ago. Cost of sales as a percent of sales for the three month period was $73 \%$ in the United States compared to $67 \%$ last year and $59 \%$ in the United Kingdom compared to $45 \%$ last year. For the six months, cost of sales as a percent of sales was $71 \%$ compared to $67 \%$ a year ago. For the six month period in the United States, the cost of sales percentage was $72 \%$ compared to 68\% last year and in the United Kingdom it was 60\% compared to $61 \%$ for the same period last year. The United States percentage is reflective of increased material costs while the unfavorable percentage for the second quarter in the United Kingdom is due primarily to product mix.

Selling, general and administrative expenses decreased 11\% from the second quarter of 1998. For the six months ended September 30, 1998, selling, general and administrative expenses are down 5\% as compared to the same period in fiscal year 1998 and were $23 \%$ of sales compared to $24 \%$ in 1998. These decreases are primarily attributable to the receipt of proceeds from an insurance policy.

Interest expense for the second quarter and six month period decreased $10 \%$ and $14 \%$, respectively, as compared to the same periods in 1998. These decreases are due to paydowns of long term debt in both the United States and the United Kingdom.

The effective income tax rate for the second quarter and six month period in fiscal year 1999 was $39 \%$ and $34 \%$, respectively, which is relatively consistent with the 1998 effective tax rate of $34 \%$ for the same periods.

## Financial Condition <br> - ----

The financial condition of the Company has remained stable and strong during fiscal year 1999. Working capital of $\$ 11,823,000$ at September 30, 1998 compares to $\$ 12,459,000$ at March 31, 1998. This working capital decrease reflects a decrease in current assets of $\$ 5,364,000$ and a decrease in current liabilities of $\$ 4,728,000$. The decrease in current assets related primarily to a decrease in cash due to the purchase of treasury stock and a decline in inventory as there were several large projects in process at March 31 which shipped in the first quarter of fiscal year 1999. The decrease in current liabilities reflects the decline in accounts payable which is attributable to timing of purchases and a decrease in accrued compensation and income taxes payable as significant payments were made in the first half of 1999. The current ratio at September 30, 1998 is 2.53 compared to 2.0 at March 31, 1998.

Capital expenditures for the six month period were $\$ 399,000$
compared to $\$ 336,000$ for the same period last year. Commitments for capital expenditures as of September 30, 1998 were approximately $\$ 250,000$.

During the second quarter very little short term borrowing was required to finance working capital needs. Total long-term debt decreased $\$ 236,000$ due to paydowns on the ESOP loan and the United Kingdom term loan. The long-term debt to equity ratio is 7\% compared to 8\% at March 31, 1998 and the total liabilities to assets ratio is 45\% compared to 52\% at March 31, 1998. These ratios reflect management's continued effort to maintain current debt levels.

Management expects that the cash flow from operations and lines of credit will provide sufficient resources to fund the fiscal year 1999 cash requirements.

## New Orders and Backlog

New orders for the second quarter were $\$ 10,139,000$ compared to $\$ 16,472,000$ for the same period last year. New orders in the United States were $\$ 8,791,000$ compared to $\$ 15,792,000$ for the same period in 1998. New orders in the United Kingdom were $\$ 1,348,000$ compared to $\$ 680,000$ for the same quarter last year.

For the first half of the fiscal year new orders were $\$ 21,301,000$ compared to $\$ 37,260,000$ for the comparable six month period of 1998. New orders in the United States were $\$ 18,670,000$ for the six month period compared to $\$ 35,438,000$ for the same period last year and new orders in the United Kingdom were $\$ 2,631,000$ compared to $\$ 1,822,000$ in 1998. The substantial decline in new orders in the United States is mainly attributable to the Asian crisis and a downturn in the Latin America market. In addition, the Company is facing fierce competition, especially in the petrochemical industry. Management is taking measures to address current market conditions including cost reductions, and is optimistic that the power industry will experience growth resulting in new orders in this market. The increase in the United Kingdom orders is due to the Company's success in obtaining export orders.

Backlog of unfilled orders at September 30, 1998 is $\$ 22,965,000$ compared to $\$ 31,489,000$ at this time a year ago and $\$ 28,199,000$ at March 31, 1998. Current backlog in the United States of $\$ 21,532,000$ compares to $\$ 27,292,000$ at March 31, 1998 and $\$ 30,377,000$ at September 30, 1997. Current backlog in the United Kingdom of $\$ 1,433,000$ compares to $\$ 907,000$ at March 31, 1998 and $\$ 1,112,000$ at September 30, 1997. 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.

## Other Matters

The Company has established a program to assess the impact of the Year 2000 on the software and hardware utilized in its internal operations. The cost to address the Year 2000 issues has been estimated at $\$ 85,000$. This program includes the following phases: identifying affected software, hardware, and manufacturing and telecommunication equipment and assessing the impact of the Year 2000 issue; hardware and software remediation; testing; surveying the Year 2000 readiness of customers and suppliers; and developing a contingency plan. Modification and testing of hardware and software is currently in process with an anticipated completion date of December 31, 1998. Manufacturing and telecommunication equipment is also expected to be Year 2000 compliant by the end of 1998. The Company has begun surveying its customers and suppliers regarding their readiness for the Year 2000 and anticipates completing this phase of the program by March 31, 1999.

The Company relies on third-party suppliers for products and services. If these suppliers do not adequately address the impact of the Year 2000 on their own systems and products in a timely manner, it may be necessary for the Company to secure alternate vendors to supply these required products and services. The Company has developed a contingency plan to handle this situation.

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GRAHAM CORPORATION AND SUBSIDIARIES
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                    FORM 10-Q
            SEPTEMBER 30, 1998
    PART II - OTHER INFORMATION

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 September 30, 1998.

## 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/J. R. Hansen
J. R. Hansen

Vice President Finance and
Administration / CFO (Principal
Accounting Officer)

Date 11/06/98

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 referenced.)

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.)

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.)

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Index to Exhibits (cont.)
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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.)
(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.
<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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