Securities and Exchange Commission Washington, D. C. 20549

QUARTERLY REPORT UNDER SECTION 13 OR $15(\mathrm{~d})$ OF THE SECURITIES EXCHANGE ACT OF 1934
(Mark One)
X QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934 For the quarter ended July 1, 1995

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 0-19687
SYNALLOY CORPORATION
(Exact name of registrant as specified in its charter)


SYNALLOY CORPORATION

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| Gross profit | 10,798,854 | 5,181,405 | 17,973,630 | 9,372,990 |
| :---: | :---: | :---: | :---: | :---: |
| Selling, general and administrative expense | 3,120,105 | 2,110,834 | 5,725,272 | 4,136,452 |
| Operating income | 7,678,749 | 3,070,571 | 12,248,358 | 5,236,538 |
| Other (income) and expense |  |  |  |  |
| Interest expense | 297,245 | 144,812 | 533,000 | 273,716 |
| Other, net | $(13,917)$ | 4,073 | $(28,820)$ | $(6,955)$ |
| Income before taxes | 7,395,421 | 2,921,686 | 11,744,178 | 4,969,777 |
| Provision for income taxes | 2,782,000 | 1,023,000 | 4,369,000 | 1,740,000 |
| Net income | 4,613,421 | 1,898,686 | 7,375,178 | 3,229,777 |
| Net income per common share |  |  |  |  |
| Primary and fully diluted | 0.63 | 0.26 | 1.01 | 0.44 |
| Dividends paid per common share | 0.06 | 0.06 | 0.13 | 0.12 |
| Average shares outstanding | 7,337,996 | 7,357,542 | 7,337,139 | 7,350,524 |
| <FN> |  |  |  |  |
| See accompanying notes to condensed consolidated financial statements. </TABLE> |  |  |  |  |
| <TABLE> |  |  |  |  |
| SYNALLOY CORPORATION |  |  |  |  |
| CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS (Unaudited) |  |  |  |  |
| <CAPTION> |  |  |  |  |
|  |  |  | y 1, 1995 | July 2, 1994 |
| <S> |  | <C |  | <C> |
| Operating activities |  |  |  |  |
| Net income |  |  | 7,375,178 | 3,229,777 |
| Adjustments to reconcile net income to net cash (used in) provided by operating activities: |  |  |  |  |
| Depreciation and amortization |  |  | 1,237,463 | 966,286 |
| Deferred compensation |  |  | (490) | (880) |
| Provision for losses on account | $s$ receivable |  | 347,210 | 98,015 |
| Gain on sale of property, plant | and equipm |  | $(17,100)$ | $(13,430)$ |
| Cash surrender value of life in | surance |  | $(37,700)$ | $(37,700)$ |
| Environmental compliance costs |  |  | $(155,024)$ | $(249,704)$ |
| Changes in operating assets and liabilities: |  |  |  |  |
| Accounts receivable |  |  | 7,640,546) | $(1,741,149)$ |
| Inventories |  |  | 8,882,842) | $(1,850,878)$ |
| Other assets |  |  | $(504,948)$ | $(454,616)$ |
| Accounts payable and accrued | expenses |  | 5,815,484 | 4,443,902 |
| Income taxes payable |  |  | 268,334 | $(26,070)$ |
| Net cash (used in) provided by operat | ing activit |  | (2,194,981) | 4,363,553 |
| Investing activities |  |  |  |  |
| Purchases of property, plant and eq | uipment |  | (3,746,520) | $(2,501,741)$ |
| Proceeds from sale of property, pla | nt and equip | ment | 17,100 | 25,295 |
| Proceeds from notes receivable |  |  | 3,002 | 2,719 |
| Acquisition costs |  |  |  | $(350,000)$ |
| Net cash (used in) investing activiti |  |  | (3,726,418) | $(2,823,727)$ |
| Financing activities |  |  |  |  |
| Proceeds from revolving lines of cr | edit |  | 9,821,231 | 11,350,000 |
| Payments on revolving lines of cred |  |  | 7,057,231) | $(12,195,000)$ |
| Addition to long-term debt |  |  | 5,000,000 |  |
| Principal payments on long-term deb |  |  | $(110,577)$ | $(190,384)$ |
| Proceeds from exercising stock opti | ons |  | 100,441 | 63,411 |
| Purchase of treasury stock |  |  | (1,078,718) | $(14,768)$ |
| Dividends paid |  |  | $(964,254)$ | $(863,328)$ |
| Contributions to 401(k)/ESOP |  |  | 204,325 |  |
| Net cash provided by (used in) financing activities |  |  | 5,915,217 | $(1,850,069)$ |
| Decrease in cash and cash equivalents |  |  | $(6,182)$ | $(310,243)$ |
| Cash and cash equivalents at beginning of year |  |  | 20,770 | 451,471 |
| Cash and cash equivalents at end of period |  |  | 14,588 | 141,228 |

<FN>
See accompanying notes to condensed consolidated financial statements. </TABLE>

SYNALLOY CORPORATION
NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS
(Unaudited)

July 1, 1995

## NOTE 1--BASIS OF PRESENTATION

The accompanying unaudited condensed consolidated financial statements have been prepared in accordance with generally accepted accounting principles for interim financial information and with the instructions to Form 10-Q and Rule 10-01 of Regulation $S-X$. Accordingly, they do not include all of the information and footnotes required by generally accepted accounting principles for complete financial statements. In the opinion of management, all adjustments (consisting of normal recurring accruals) considered necessary for a fair presentation have been included. Operating results for the six-month period ended July 1, 1995, are not necessarily indicative of the results that may be expected for the year ending December 30, 1995. For comparative purposes, certain amounts in the 1994 financial statements have been reclassified to conform with the 1995 presentation. For further information, refer to the consolidated financial statements and footnotes thereto included in the Company's annual report on Form 10-K for the period ended December 31, 1994.

## NOTE 2--INVENTORIES

Inventories are stated at the lower of cost (first-in, first-out method) or market.

NOTE 3--LEGAL MATTERS
In late summer 1983, the Company, together with co-defendants Allied Corporation and E.I. duPont de Nemours \& Co., settled approximately 115 individual tort actions arising out of alleged injurious exposure to betanaphthylamine (BNA) by employees of Augusta Chemical Company and Synalloy Corporation from 1949 to 1982. As part of the settlement, the Company agreed to be responsible for certain future medical payments for approximately 80 individuals and for payment of certain amounts in the event an individual is diagnosed as having bladder cancer. To date, only three individuals have received payments under these settlements. The Company does not believe a significant number of these individuals will have bladder cancer. The Company also believes that it is not probable that any losses payable under the terms of the settled cases should be in an amount to significantly impair the consolidated operating results or financial condition of the Company. Furthermore, based on the Georgia Supreme Court holding in Newton v. Synalloy, 254 GA. 174 (1985), it is not anticipated that future claims will be brought against the Company.

On July 11, 1995, the Company entered into a settlement agreement with H.B. Zachry ("Zachry") and the United States resolving the action, H. B. Zachry v. Synalloy Corporation and Bristol Metals, Inc. v. U.S., in the 37th Judicial District, Bexar County, Texas, arising out of the sale by Bristol Metals to Zachry of pipe for use at an Air Force base. The specific terms of the settlement are subject to a confidentiality agreement; however, the company's SYNALLOY CORPORATION
NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS - Continued
(Unaudited)
contribution to the settlement was less than the $\$ 370,000$ originally paid to the Company for the pipe. The Company is aware of two other claims between the government and contractors arising out of pipe purchased from Bristol. The Company is not party to either of these actions nor is it, in the opinion of the Company's counsel, bound by the terms of those actions. No separate action has been brought against the Company.

The Company does not believe that either the amounts potentially involved in the BNA settlements or unasserted, but potential, claims arising out of the sale of pipe to two Air Force bases meet the disclosure requirements of Item 103 of Regulation S-K. Accordingly, unless new information changes these beliefs, these items will no longer be reported in the quarterly and annual reports of the Company filed under the Securities and Exchange Act of 1934.

The Company is from time to time subject to various claims, other possible legal actions for product liability and other damages, and other matters arising out of the normal conduct of the Company's business. Management believes that based on present information, it is unlikely that liability, if any, exists that would have a materially adverse effect on the consolidated operating results or financial position of the Company.

NOTE 4--NET INCOME PER COMMON SHARE
Income per share is computed using the weighted average shares of Common Stock and dilutive Common Stock equivalents (options) outstanding during the respective periods.

On April 28, 1995, the Board of Directors of the Company declared a three-fortwo split of the Company's common stock. This was paid in the form of a stock dividend on June 12, 1995 to shareholders of record May 22, 1995. Accordingly, all share and per share information throughout the consolidated financial statements has been restated to reflect this split. The par value for the additional shares issued was transferred from capital in excess of par to common stock.

## SYNALLOY CORPORATION

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

The following is management's discussion of certain significant factors which affected the Company during the quarter ended July 1, 1995.

Consolidated sales were $\$ 41,381,000$ for the quarter and $\$ 75,957,000$ year-todate reflecting 37 and 32 percent increases, respectively, over the same periods one year ago. Consolidated net income increased 143 percent to $\$ 4,613,000$ for the quarter, or $\$ .63$ per share, and increased 128 percent to $\$ 7,375,000$ year-to-date, or $\$ 1.01$ per share, over the same periods one year ago.

Chemical Segment sales were $\$ 14,451,000$ for the quarter and $\$ 27,624,000$ year-to-date reflecting five and four percent increases, respectively, over the same periods one year ago. Operating income increased 30 percent to $\$ 2,435,000$ for the quarter and 15 percent to $\$ 3,821,000$ year-to-date, over the same periods one year ago. Demand for textile dyestuffs, which represent the bulk of the chemical business, remained weak continuing the same softness experienced in the first quarter and in 1994. Sales and profits from these products were down approximately six and 13 percent, respectively, because of competitive conditions. However, sales of specialty chemicals almost doubled compared to last year's second quarter, and their contribution to operating income more than offset the decline in dyestuffs. Seasonal factors normally make the third quarter the weakest for sales and profits from textile dyestuffs. Price cutting by certain competitors and the question of when the cyclically depressed demand will improve add uncertainty to the third quarter. In addition, specialty chemicals sales and profits will decline from the second quarter level because of completion of annual production volumes of certain products.

Metals Segment sales were $\$ 26,930,000$ for the quarter and $\$ 48,333,000$ year-todate reflecting 64 and 56 percent increases, respectively, over the same periods one year ago. Operating income increased 291 percent to $\$ 5,850,000$ for the quarter and 283 percent year-to-date, over the same periods one year ago. Higher sales for the quarter and year-to-date were partly the result of a significant increase in unit volume which was driven by stronger demand. Substantially higher prices that passed on the higher cost of stainless steel raw material made an even larger contribution to the sales gain. The surge in operating income for the quarter and year-to-date resulted from the convergence of three factors. Improved market conditions led to better profitability industry wide, increased volume resulted in lower unit production costs, and sharply rising prices generated profits from a large inventory. Demand continues to be strong from most of the industries using these products and current prices are much higher than they were in the second half of last year. Based on this, the Company expects sales and profits in the last half of this year to be substantially better than they were in the comparable period in 1994.

Selling and administrative expense for the quarter and year-to-date were approximately seven percent of consolidated sales which is consistent with prior years' amounts. Interest expense increased significantly due to increased borrowings needed for working capital requirements.

Cash flows from operations decreased $\$ 2,195,000$ during the first six months of the year compared to a $\$ 4,364,000$ increase during the same period one year ago. The significant increase in activity in the Metals Segment has caused an expected increase in accounts receivable and inventories, net of accounts payable, of $\$ 12,495,000$ from December 31, 1994. In June 1995, the Company consolidated its two working capital lines into a single $\$ 9,000,000$ line of credit and borrowed $\$ 12,000,000$ under a seven year Revolving Credit/Term Loan Facility. The proceeds are being used to refinance an existing $\$ 7,000,000$ note payable with the Bank and fund two capital expenditure projects totaling $\$ 5,000,000$. The Company expects that available cash and existing lines of credit will be sufficient to meet normal operating requirements, including capital expenditures and payment of dividends over the near term.

PART II: OTHER INFORMATION
SYNALLOY CORPORATION

Item 1. Legal Proceedings


## 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.

SYNALLOY CORPORATION<br>(Registrant)

Date: August 4, 1995
/s/ James G. Lane, Jr. James G. Lane, Jr., Chairman and Chief Executive Officer

Date: August 4, 1995
/s/ Gregory M. Bowie Gregory M. Bowie
Vice President, Finance

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