```
                    FORM 10-Q
            Securities and Exchange Commission
                Washington, D. C. 20549
                    QUARTERLY REPORT UNDER SECTION 13 OR 15(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 September 30, 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
INDEX

PART I. FINANCIAL INFORMATION

Item 1. Financial Statements (unaudited)
Condensed consolidated balance sheets - September 30, 1995
Condensed consolidated statements of income - Three and nine months ended September 30, 1995 and October 1, 1994

Condensed consolidated statements of cash flows - Nine months ended September 30, 1995 and October 1, 1994

Notes to condensed consolidated financial statements September 30, 1995

Management's Discussion and Analysis of Financial Condition and Results of Operations

PART II. OTHER INFORMATION
Item 1. Legal Proceedings
Item 2. Changes in Securities
Item 3. Defaults upon Senior Securities

| Item 4. Submission of Matters to a Vote of Security Holders |  |  |
| :---: | :---: | :---: |
| Item 5. Other Information |  |  |
| Item 6. Exhibits and Reports on Form 8-K |  |  |
| <TABLE> |  |  |
| PART 1. FINANCIAL STATEMENTS |  |  |
| SYNALLOY CORPORATION |  |  |
| CONDENSED CONSOLIDATED BALANCE SHEETS |  |  |
| <CAPTION> |  |  |
|  | $\begin{gathered} \text { September } 30, \\ 1995 \\ \text { (Unaudited) } \end{gathered}$ | $\begin{gathered} \text { December } 31, \\ 1994 \\ \text { (Note) } \end{gathered}$ |
| <S> | <C> | <C> |
| ASSETS |  |  |
| Current assets |  |  |
| Cash and cash equivalents | 19,175 | 20,770 |
| Accounts receivable, less allowance for |  |  |
| Inventories: |  |  |
| Raw materials | 14,172,038 | 10,252,207 |
| Work-in-process | 7,186,330 | 3,765,329 |
| Finished goods | 20,207,030 | 13,958,918 |
| Total inventories | 41,565,398 | 27,976,454 |
| Deferred income taxes | 514,000 | 514,000 |
| Prepaid expenses and other current assets | 346,911 | 167,791 |
| Total current assets | 62,355,834 | 43,437,862 |
| Cash surrender value of life insurance | 1,591,681 | 1,535,131 |
| Investment | 543,100 | 543,100 |
| Property, plant \& equipment, net of accumulated |  |  |
| Deferred charges and other assets | 667,196 | 676,748 |
| Total assets | 84,479,437 | 62,432,425 |
| LIABILITIES AND SHAREHOLDERS' EQUITY |  |  |
| Current liabilities |  |  |
| Notes payable | 6,295,000 | 4,455,000 |
| Accounts payable | 9,186,027 | 5,900,018 |
| Income taxes | 434,477 | 448,367 |
| Accrued expenses | 6,225,348 | 3,024,370 |
| Current portion of environmental reserves | 114,316 | 356,800 |
| Current portion of long-term debt | 276,923 | 334,615 |
| Total current liabilities | 22,532,091 | 14,519,170 |
| Long-term debt, less current portion | 12,838,461 | 7,910,577 |
| Environmental compliance costs | 2,182,200 | 2,182,200 |
| Deferred compensation | 553,501 | 554,236 |
| Deferred income taxes | 377,000 | 377,000 |
| Contingencies -- Note 3 |  |  |
| Shareholders' equity |  |  |
| Common stock, par value $\$ 1$ per share authorized 8,000,000 shares; issued 8,000,000 shares period ended September 30, 1995 and |  |  |
| $6,000,000$ shares year ended December 31, 1994 | 8,000,000 | 6,000,000 |
| Capital in excess of par value | 752,047 | 6,931,064 |
| Retained earnings | 40,803,085 | 31,373,461 |
| Less treasury stock | $(3,558,948)$ | $(7,415,283)$ |
| Total shareholders' equity | 45,996,184 | 36,889,242 |
| Total liabilities and shareholders' equity | 84,479,437 | 62,432,425 |
| <f> |  |  |
| Note: The balance sheet at December 31, 1994 has audited financial statements at that date. condensed consolidated financial statements </TABLE> | derived from t accompanying n | to |

SYNALLOY CORPORATION
CONDENSED CONSOLIDATED STATEMENTS OF INCOME
(Unaudited)
<TABLE>
<CAPTION>

| <S $>$ | $\langle C\rangle$ | $\langle C\rangle$ | $<C>$ | $<C>$ |
| :--- | :--- | :--- | :--- | :--- |
| Net sales | $37,858,626$ | $29,871,906$ | $113,815,369$ | $87,421,282$ |
| Cost of sales | $28,394,922$ | $24,802,819$ | $86,378,035$ | $72,979,205$ |
| Gross profit | $9,463,704$ | $5,069,087$ | $27,437,334$ | $14,442,077$ |
| Selling, general and |  |  |  |  |
| administrative expense | $2,852,482$ | $2,119,108$ | $8,577,754$ | $6,270,560$ |
| Operating income | $6,611,222$ | $2,949,979$ | $18,859,580$ | $8,171,517$ |


| Other (income) and expense |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Interest expense | 254,119 | 149,245 | 787,119 | 422,961 |
| Other, net | $(12,852)$ | (7,080) | $(41,672)$ | $(29,035)$ |
| Income before taxes | 6,369,955 | 2,807,814 | 18,114,133 7 | 7,777,591 |
| Provision for income taxes | 2,455,000 | 982,000 | 6,824,000 2, | 2,722,000 |
| Net income | 3,914,955 | 1,825,814 | 11,290,133 5, | 5,055,591 |
| Net income per common share |  |  |  |  |
| Primary and fully diluted | 0.53 | 0.25 | 1.54 | 0.69 |
| Dividends paid per common |  |  |  |  |
| Average shares outstanding | 7,372,808 | 7,363,434 | 7,349,784 7 | 7,350,524 |
| <f> |  |  |  |  |
| See accompanying notes to condensed consolidated financial statements. |  |  |  |  |
| SYNALLOY CORPORATION |  |  |  |  |
| CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS (Unaudited) |  |  |  |  |
| <TABLE> |  |  |  |  |
| <CAPTION> |  |  |  |  |
|  |  |  | $\begin{aligned} & \text { Nine Months } \\ & \text { September } 30 \text {, } \\ & 1995 \end{aligned}$ | s Ended October 1, 1994 |
| <S> |  |  | <C> | <C> |
| Operating activities |  |  |  |  |
| Net income |  |  | 11,290,133 | 5,055,591 |
| Adjustments to reconcile net income to net cash (used in) provided by operating activities: |  |  |  |  |
| Depreciation and amortization |  |  | 1,842,862 | 1,460,783 |
| Deferred compensation |  |  | (735) | $(1,320)$ |
| Provision for losses on account | $s$ receivable |  | 59,378 | 129,795 |
| (Gain) loss on sale of property | , plant and | quipment | $(19,024)$ | 50,154 |
| Cash surrender value of life in | surance |  | $(56,550)$ | $(56,550)$ |
| Environmental compliance costs |  |  | $(242,484)$ | $(307,440)$ |
| Changes in operating assets and liabilities: |  |  |  |  |
| Accounts receivable |  |  | $(5,210,881)$ | $(2,787,816)$ |
| Inventories |  |  | $(13,588,944)$ | $(4,062,222)$ |
| Other assets |  |  | $(229,832)$ | $(10,201)$ |
| Accounts payable and accrued | expenses |  | 6,486,987 | 4,748,806 |
| Income taxes payable |  |  | $(13,890)$ | 12,629 |
| Net cash provided by operating act | ivities |  | 317,020 | 4,232,209 |
| Investing activities |  |  |  |  |
| Purchases of property, plant and | equipment |  | $(4,895,086)$ | $(3,542,144)$ |
| Proceeds from sale of property, p | lant and equ | pment | 45,433 | 25,084 |
| Proceeds from notes receivable |  |  | 4,037 | 3,654 |
| Acquisition costs |  |  |  | $(350,000)$ |
| Net cash (used in) investing activ | ities |  | $(4,845,616)$ | $(3,863,406)$ |
| Financing activities |  |  |  |  |
| Proceeds from revolving lines of | credit |  | 55,591,231 | 20,731,000 |
| Payments on revolving lines of cr | edit |  | $(53,751,231)$ | $(19,986,000)$ |
| Addition to long-term debt |  |  | 5,000,000 |  |
| Principal payments on long-term d | ebt |  | $(129,808)$ | $(256,730)$ |
| Proceeds from exercising stock op | tions |  | 105,678 | 77,632 |
| Purchase of treasury stock |  |  | (1,079, 058 ) | $(18,008)$ |
| Dividends paid |  |  | $(1,541,955)$ | $(1,343,783)$ |
| Contributions to $401(\mathrm{k}) / \mathrm{ESOP}$ |  |  | 332,144 |  |
| Net cash provided by (used in) financing activities |  |  | 4,527,001 | $(795,889)$ |
| Decrease in cash and cash equivalents |  |  | $(1,595)$ | $(427,086)$ |
| Cash and cash equivalents at beginning of year |  |  | 20,770 | 451,471 |
| Cash and cash equivalents at end of | f period |  | 19,175 | 24,385 |

$$
\langle\mathrm{f}\rangle
$$

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

SYNALLOY CORPORATION
NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS
(Unaudited)

September 30, 1995

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 nine-month period ended September 30, 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
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.

NOTE 5--SHAREHOLDERS' EQUITY
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 September 30, 1995.

Consolidated sales were $\$ 37,858,000$ for the quarter and $\$ 113,815,000$ year-todate reflecting 27 and 30 percent increases, respectively, over the same periods one year ago. Consolidated net income increased 114 percent to $\$ 3,915,000$ for the quarter, or $\$ .53$ per share, and increased 123 percent to $\$ 11,290,000$ year-to-date, or $\$ 1.54$ per share, over the same periods one year ago.

Chemical Segment sales were $\$ 11,005,000$ for the quarter and $\$ 38,629,000$ year-to-date reflecting 15 and two percent declines, respectively, compared to the same periods one year ago. Operating income declined 29 percent to $\$ 1,084,000$ for the quarter and increased slightly by one percent to $\$ 4,905,000$ year-todate, compared to the same periods one year ago. About one-half of the expected decline in sales and operating income for the quarter resulted from the timing of production of certain non-dye specialty chemicals. Last year's third quarter reflected the highest production level of these products in 1994, while this quarter represented the lowest level scheduled for 1995 . For the nine months, higher profits from specialty chemicals offset lower profits from textile dyestuffs. Demand for textile dyestuffs, which represent the bulk of the chemical business, continued to decline during the quarter resulting primarily from weak apparel demand. The decline is consistent with the trends experienced in the first two quarters and in 1994. Sales and profits for the quarter from these products were down approximately 15 and 19 percent, respectively, Specialty chemicals should show good improvement in the fourth quarter compared to the third quarter and last year's fourth quarter. However, demand for dyes has recently been at its weakest level which makes the overall outlook uncertain.

Metals Segment sales were $\$ 26,853,000$ for the quarter and $\$ 75,186,000$ year-todate reflecting 58 and 57 percent increases, respectively, over the same periods one year ago. Operating income increased 248 percent to $\$ 6,022,000$ for the quarter and 269 percent to $\$ 15,446,000$ year-to-date, over the same periods one year ago. Third quarter operating income soared to a new record while sales were about the same as the record set in the second quarter of this year. The bulk of the sales gain came from higher prices that passed on the increased cost of stainless steel raw material. A change in product mix with more sales of high priced super alloy pipe also contributed to the increase. The surge in income resulted from strong stainless pipe markets that led to
better profitability industry wide, increased volume which produced lower unit production cost, and rising prices that generated profits from a large inventory. Raw material costs and selling prices have been reasonably stable during the past few months and will have a negative impact on inventory profits in the future. For this reason, fourth quarter operating income will probably be below the level achieved in the third quarter. However, demand

## SYNALLOY CORPORATION

MANAGEMENT'S DISCUSSION AND ANALYSIS OF THE
FINANCIAL CONDITION AND RESULTS OF OPERATIONS (Continued)
continues to be strong from most of the industries using these products and current prices are much higher than they were a year ago. Based on this, the Company expects sales and profits in the fourth quarter 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 increased $\$ 317,000$ during the first nine months of the year compared to a $\$ 4,232,000$ 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 $\$ 15,514,000$ from December 31, 1994. 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

Reference is made to Note 3 on Page 6 and Note $O$ in the Notes to Consolidated Financial Statements included in the Form 10-K for the year ended December 31, 1994.

Item 2. Change In Securities

None
Item 3. Defaults Upon Senior Securities

None

Item 4. Submission Of Matters To A Vote Of Security Holders

None
Item 5. Other Information

None

Item 6. Exhibits And Reports On Form 8-K
The following exhibits are included herein:

None

The Company did not file any reports on Form 8-K during the three months ended September 30,1995.

SYNALLOY CORPORATION

## 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
( Registrant)

| <TABLE> <S> <C> |  |
| :--- | :--- |
|  |  |
| <ARTICLE> 5 |  |
| <MULTIPLIER> 1,000 |  |
|  |  |
| <S> | <C> |
| <PERIOD-TYPE> | $9-M O S$ |
| <FISCAL-YEAR-END> |  |
| <PERIOD-END> | DEC-30-1995 |
| <CASH> | SEP-30-1995 |
| <SECURITIES> | 19 |
| <RECEIVABLES> | 0 |
| <ALLOWANCES> | 19910 |
| <INVENTORY> | 0 |
| <CURRENT-ASSETS> | 41565 |
| <PP\&E> | 62356 |
| <DEPRECIATION> | 41182 |
| <TOTAL-ASSETS> | 21860 |
| <CURRENT-LIABILITIES> | 84479 |
| <BONDS> | 22532 |
| <COMMON> | 0 |
| <PREFERRED-MANDATORY> | 8000 |
| <PREFERRED> | 0 |
| <OTHER-SE> | 0 |
| <TOTAL-LIABILITY-AND-EQUITY> | 37996 |
| <SALES> | 84479 |
| <TOTAL-REVENUES> | 113815 |
| <CGS> | 113815 |
| <TOTAL-COSTS> | 86378 |
| <OTHER-EXPENSES> | 86378 |
| <LOSS-PROVISION> | 8578 |
| <INTEREST-EXPENSE> | 0 |
| <INCOME-PRETAX> | 787 |
| <INCOME-TAX> | 18114 |
| <INCOME-CONTINUING> | 6824 |
| <DISCONTINUED> | 11290 |
| <EXTRAORDINARY> | 0 |
| <CHANGES> | 0 |
| <NET-INCOME> | 11290 |
| <EPS-PRIMARY> | 1.54 |
| <EPS-DILUTED> | 1.54 |
|  |  |

[^0]
[^0]:    </TABLE>

