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Synalloy Corporation

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PART 1. FINANCIAL STATEMENTS
Synalloy Corporation

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Condensed Consolidated Balance Sheets

\section*{<S>}

Assets
Current assets
Cash and cash equivalents
Accounts receivable, less allowance for
doubtful accounts
Inventories:
Raw materials
Work-in-process
Finished goods Total inventories

Deferred income taxes
Prepaid expenses and other current assets
Total current assets
Cash value of life insurance
Investment
Property, plant \& equipment, net of accumulated depreciation of \(\$ 23,326,655\) and \(\$ 21,950,069\)
Deferred charges and other assets

Total assets
Liabilities and Shareholders' Equity
Current liabilities
Notes payable
Accounts payable
Income taxes
Accrued expenses
Current portion of environmental reserves
Current portion of long-term debt
\begin{tabular}{|c|c|}
\hline June 29, 1996 (Unaudited) & December 30,1995 (Note) \\
\hline <C> & <C> \\
\hline 80,213 & 267,061 \\
\hline 16,068,888 & 17,616,246 \\
\hline 13,483,332 & 10,574,040 \\
\hline 5,781,874 & 6,095,136 \\
\hline 18,300,761 & 21,860,833 \\
\hline 37,565,967 & 38,530,009 \\
\hline 218,000 & 218,000 \\
\hline 790,064 & 119,592 \\
\hline 54,723,132 & 56,750,908 \\
\hline 1,669,729 & 1,632,029 \\
\hline 843,100 & 543,100 \\
\hline 21,240,988 & 20,341,645 \\
\hline 893,480 & 957,891 \\
\hline 79,370,429 & 80,225,573 \\
\hline
\end{tabular}
\begin{tabular}{rr}
\(5,734,000\) & \(4,740,000\) \\
\(7,195,288\) & \(4,833,405\) \\
& 233,977 \\
\(2,839,882\) & \(5,082,212\) \\
260,859 & 486,521 \\
276,923 & 276,923 \\
\(16,306,952\) & \(15,653,038\) \\
& \\
\(12,580,769\) & \(12,619,231\) \\
\(1,702,800\) & \(1,702,800\) \\
\(1,271,752\) & \(1,267,353\) \\
623,800 & 620,000
\end{tabular}

Environmental reserves
Deferred compensation
620,000
Contingencies
Shareholders' equity
Common stock, par value \(\$ 1\) per share-authorized and issued 8,000,000 shares

8,000,000
8,000,000
417,030
43,774,332
\((3,828,211)\)
Total shareholders' equity
48,363,151

Note: The balance sheet at December 30, 1995 has been derived from the audited financial statements at that date. See accompanying notes to condensed consolidated financial statements
</TABLE>
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Synalloy Corporation
<TABLE>
Condensed Consolidated Statements of Income

| (Unaudited) | Three Months Ended |  | Six Months Ended |  |
| :---: | :---: | :---: | :---: | :---: |
|  | June 29,19 | July 1,1995 | June 29,1996 | July 1,1995 |
| <S> | <C> | <C> | <C> | <C> |
| Net sales | 31,736,916 | 41,380,776 | 68,395,421 | 75,956,743 |
| Cost of sales | 25,909,347 | 30,581,922 | 55,138,329 | 57,983,113 |
| Gross profit | 5,827,569 | 10,798,854 | 13,257,092 | 17,973,630 |
| Selling, general and administrative expense | 2,335,056 | 3,101,255 | 4,895,366 | 5,687,572 |
| Operating income | 3,492,513 | 7,697,599 | 8,361,726 | 12,286,058 |
| Other (income) and expense |  |  |  |  |
| Interest expense | 152,668 | 297,245 | 412,395 | 533,000 |
| Other, net | 3,056 | 4,933 | 10,512 | 8,880 |
| Income before taxes | 3,336,789 | 7,395,421 | 7,938,819 | 11,744,178 |
| Provision for income taxes | 1,218,000 | 2,782,000 | 2,898,000 | 4,369,000 |
| Net income | 2,118,789 | 4,613,421 | 5,040,819 | 7,375,178 |
| Net income per |  |  |  |  |
| Dividends paid per common share | . 08 | . 06 | . 16 | . 13 |
| Average shares outstanding | 7,037,144 | 7,337,996 | 7,094,012 | 7,337,139 |

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

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Synalloy Corporation

<TABLE>
Condensed Consolidated Statements of Cash Flows (Unaudited)
<S>
Operating activities
Net income
ix Months Ended
June 29, 1996 July 1, 1995 <C> <C>

Adjustments to reconcile net income to net cash provided by (used in) operating activities:
\(5,040,819 \quad 7,375,178\)
\begin{tabular}{rr}
\(1,455,833\) & \(1,237,463\) \\
4,399 & \((490)\)
\end{tabular} Provision for losses on accounts receivable
\((147,206)\)
\begin{tabular}{|c|c|c|}
\hline Loss (gain) on sale of property, plant and equipment & 23,271 & \((17,100)\) \\
\hline Cash value of life insurance & \((37,700)\) & \((37,700)\) \\
\hline Environmental reserves & \((225,662)\) & \((155,024)\) \\
\hline \multicolumn{3}{|l|}{Changes in operating assets and liabilities:} \\
\hline Accounts receivable & 1,694,564 & \((7,640,546)\) \\
\hline Inventories & 964,042 & \((8,882,842)\) \\
\hline Other assets & \((965,463)\) & \((504,948)\) \\
\hline Accounts payable and accrued expenses & 119,553 & 6,019,809 \\
\hline Income taxes payable & \((233,977)\) & 268,334 \\
\hline Net cash provided by (used in) operating activities & 7,692,473 & \((1,990,656)\) \\
\hline \multicolumn{3}{|l|}{Investing activities} \\
\hline Purchases of property, plant and equipment & \((2,345,568)\) & \((3,746,520)\) \\
\hline Proceeds from sale of property, plant and equipment & 27,005 & 17,100 \\
\hline Proceeds from notes receivable & 3,318 & 3,002 \\
\hline Net cash (used in) investing activities & \((2,315,245)\) & \((3,726,418)\) \\
\hline \multicolumn{3}{|l|}{Financing activities} \\
\hline Proceeds from revolving lines of credit & 30,800,000 & 39,821,231 \\
\hline Payments on revolving lines of credit & \((29,806,000)\) & \((37,057,231)\) \\
\hline Additions to long-term debt & & \\
\hline Principal payments on long-term debt & \((38,462)\) & \((110,577)\) \\
\hline Proceeds from exercised stock options & 234,008 & 100,441 \\
\hline Purchases of treasury stock & \((5,623,611)\) & \((1,078,718)\) \\
\hline Dividends paid & \((1,130,011)\) & \((964,254)\) \\
\hline Net cash (used in) provided by financing activities & \((5,564,076)\) & 5,710,892 \\
\hline Decrease in cash and cash equivalents & \((186,848)\) & \((6,182)\) \\
\hline Cash and cash equivalents at beginning of year & 267,061 & 20,770 \\
\hline Cash and cash equivalents at end of period & 80,213 & 14,588 \\
\hline
\end{tabular}

See accompanying notes to condensed consolidated financial statements
</TABLE>
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Synalloy Corporation
Notes To Condensed Consolidated Financial Statements
(Unaudited)

June 29, 1996
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 three and six-month periods ended June 29, 1996, are not necessarily indicative of the results that may be expected for the year ending December 28, 1996. For comparative purposes, certain amounts in the 1995 financial statements have been reclassified to conform with the 1996 presentation. For further information, refer to the consolidated financial statements and footnotes thereto included in the Company's annual report on Form $10-\mathrm{K}$ for the year ended December 30, 1995.

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. Stock options in the aggregate reduce earnings per share by less than three percent in all years presented, therefore diluted per share amounts are not disclosed.

## 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 June 29, 1996.

Consolidated sales were $\$ 31,737,000$ for the quarter and $\$ 68,395,000$ year-todate reflecting 23 and 10 percent decreases, respectively, compared to the same periods one year ago. Consolidated net income decreased 54 percent to $\$ 2,119,000$ for the quarter, or $\$ .30$ per share, and decreased 32 percent to $\$ 5,041,000$ year-to-date, or $\$ .71$ per share, compared to the same periods one year ago.

Chemical Segment sales were $\$ 10,100,000$ for the quarter and $\$ 21,267,000$ year-to-date reflecting 30 and 23 percent declines, respectively, compared to the same periods one year ago. Operating income declined 64 percent to $\$ 880,000$ for the quarter and decreased 46 percent to $\$ 2,047,000$ year-to-date, compared to the same periods one year ago. The decline in sales and operating income for the quarter resulted from two factors. First, very weak markets for textile dyes have been evident since the third quarter of 1995, as the markets for textile dyes are the worst they have been in more than a decade. Second, a significant decline occurred in operating income from non dye specialties, entirely because of the timing of production of annual volume requirements. Over half of 1995's profits from specialties were concentrated in the second quarter. Conversely, because of more even scheduling throughout 1996, the second quarter generated about a fourth of the year's anticipated profits from specialties. The third quarter is normally the seasonally weakest period for textile dyes. Accordingly, it is likely that the third quarter will be down compared to the second quarter. However, we expect to see substantial improvement in the fourth quarter.

Metals Segment sales were $\$ 21,637,000$ for the quarter and $\$ 47,128,000$ year-todate reflecting 20 and 3 percent decreases, respectively, compared to the same periods one year ago. Operating income decreased 49 percent to $\$ 2,965,000$ for the quarter and 25 percent to $\$ 7,028,000$ year-to-date, compared to the same periods one year ago. About half of the sales decrease for the quarter was from lower unit volume which management believes resulted mostly from the destocking of distributors' inventories. Shipments to distributors were extremely low during the quarter because they were motivated to reduce inventories in an environment of declining pipe prices. Lower sales prices also accounted for about half of the sales decline. The biggest impact on operating income was the effect of price level changes on inventory. In the second quarter of 1995 prices of stainless steel pipe were increasing rapidly. This led to high profit margins as the lower cost inventory was sold. The reverse occurred in 1996 when high cost inventory was sold in a market of declining prices. Operating margins were also hurt by the allocation of fixed costs over lower unit volumes and sales dollars, and somewhat more competitive markets. It is difficult to accurately predict future results in a business largely dependent on daily incoming orders. However, based on current conditions, it is likely that the third quarter will be comparable to or somewhat below the second quarter.

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 decreased significantly due to decreased borrowings needed for working capital requirements.

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Synalloy Corporation
Management's Discussion And Analysis Of The Financial
Condition And Results Of Operations - Continued

Cash flows provided from operations totaled $\$ 7,692,000$ during the first six months of the year compared to a $\$ 1,991,000$ use of cash flows during the same period one year ago. The decline in activity in the Metals Segment during the first six months of 1996 caused a reduction in inventories and accounts receivable which favorably impacted cash flows. Cash flows were negatively impacted during the first six months of 1995 by a significant increase in activity in the Metals Segment causing an expected increase in accounts receivable and inventories. During the first quarter, the company purchased 324,000 shares of its common stock for the treasury for $\$ 5,622,000$, including $\$ 4,980,000$ for 289,000 shares purchased under a previously announced $\$ 5,000,000$ buyback program. 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.

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PART II: OTHER INFORMATION

Synalloy Corporation

Item 1. Legal Proceedings
None
Item 2. Change In Securities
None
Item 3. Defaults Upon Senior Securities
None
Item 4. Submission Of Matters To A Vote Of Security Holders
A. The Annual Meeting of Shareholders was held April 30, 1996 at the offices of the Company.
B. The following individuals were elected as directors at the Annual Meeting:

1. James G. Lane, Jr.
2. Sibyl N. Fishburn
3. Richard E. Ingram
4. Glenn R. Oxner
5. Carroll D. Vinson

Votes For
Votes Withheld
5,883,629
7,882
5,882,012
5,882,991
9,499
-8,520
5,882,841
8,670
5,882,991

$$
8,520
$$

C. By a vote of $5,773,199$ for, 97,527 against and 20,785
abstaining, the shareholders voted to amend the Articles of Incorporation to increase the authorized shares from 8,000,000 shares, par value $\$ 1.00$ per share, to $12,000,000$ shares, par value $\$ 1.00$ per share.
D. Ernst \& Young LLP, independent certified accountants, were selected as independent auditors for the fiscal year ending December 28, 1996 by a vote of 5,867,842 for, 12,850 against and 10,819 abstentions.

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 June 29, 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.

SYNALLOY CORPORATION
(Registrant)

Date: August 7, 1996 /s/ James G. Lane, Jr. James G. Lane, Jr., Chairman and Chief Executive Officer
/s/ Gregory M. Bowie Gregory M. Bowie
Vice President, Finance
<TABLE> <S> <C>
<ARTICLE> 5

| <S> | <C> |  |
| :---: | :---: | :---: |
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| <EISCAL-YEAR-END> |  | DEC-28-1996 |
| <PERIOD-END> |  | JUN-29-1996 |
| <CASH> |  | 80 |
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| <DEPRECIATION> |  | 23327 |
| <TOTAL-ASSETS> |  | 79370 |
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| <PREFERRED> |  | 0 |
| <COMMON> |  | 0 |
| <OTHER-SE> |  | 38884 |
| <TOTAL-LIABILITY-AND-EQUITY> |  | 79370 |
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| <TOTAL-COSTS> |  | 55138 |
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| <NET-INCOME> |  | 5041 |
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