

Synalloy Corporation
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PART 1. FINANCIAL STATEMENTS

<TABLE>
Synalloy Corporation
Condensed Consolidated Balance Sheets
\begin{tabular}{|c|c|c|}
\hline & Jun 28, 1997 (Unaudited) & \[
\begin{gathered}
\text { Dec } 28,1996 \\
\text { (Note) }
\end{gathered}
\] \\
\hline <S> & <C> & <C> \\
\hline \multicolumn{3}{|l|}{Assets} \\
\hline \multicolumn{3}{|l|}{Current assets} \\
\hline Cash and cash equivalents & \$ 113,808 & \$ 115,828 \\
\hline Accounts receivable, less allowance & & \\
\hline for doubtful accounts & 18,240,620 & 17,253,534 \\
\hline \multicolumn{3}{|l|}{Inventories} \\
\hline Raw materials & 9,833,401 & 8,357,884 \\
\hline Work-in-process & 4,775,550 & 5,112,695 \\
\hline Finished goods & 12,263,286 & 16,384,891 \\
\hline Total inventories & 26,872,237 & 29,855,470 \\
\hline Deferred income taxes & 130,000 & 130,000 \\
\hline Prepaid expenses and other current assets & 859,639 & 278,276 \\
\hline Total current assets & 46,216,304 & 47,633,108 \\
\hline Cash value of life insurance & 1,772,801 & 1,733,801 \\
\hline Investment & 329,117 & 329,117 \\
\hline Property, plant \& equipment, net of accumulated depreciation of \(\$ 26,933,000\) and \(\$ 26,128,000\) & 23,309,169 & 23,627,889 \\
\hline Deferred charges and other assets & 3,139,850 & 3,265,211 \\
\hline Total assets & 74,767,241 & 76,589,126 \\
\hline \multicolumn{3}{|l|}{Liabilities and Shareholders' Equity} \\
\hline Current liabilities & & \\
\hline Notes payable & 1,350,000 & 1,500,000 \\
\hline Accounts payable & 7,558,833 & 6,252,449 \\
\hline Income taxes & 179,950 & 332,507 \\
\hline Accrued expenses & 2,185,804 & 2,492,660 \\
\hline Current portion of environmental reserves & 359,294 & 359,294 \\
\hline Current portion of long-term debt & 200,000 & 1,400,000 \\
\hline Notes payable to an employee & & 1,154,805 \\
\hline Total current liabilities & 11,833,881 & 13,491,715 \\
\hline Long-term debt, less current portion & 10,400,000 & 11,200,000 \\
\hline Environmental reserves & 1,087,003 & 1,300,100 \\
\hline Deferred compensation & 1,306,953 & 1,299,176 \\
\hline Deferred income taxes & 1,024,000 & 1,024,000 \\
\hline \multicolumn{3}{|l|}{Contingencies} \\
\hline Shareholders' equity & & \\
\hline Common stock, par value \$1 per share authorized and issued 8,000,000 shares & 8,000,000 & 8,000,000 \\
\hline
\end{tabular}
Capital in excess of par value
Retained earnings
Less cost of Common Stock in treasury
Total shareholders' equity
Total liabilities and shareholders' equity
\begin{tabular}{rr}
29,745 & 81,746 \\
\(50,216,604\) & \(49,074,919\) \\
\((9,130,945)\) & \((8,882,530)\) \\
\(49,115,404\) & \(48,274,135\) \\
\(\$ 74,767,241\) & \(\$ 76,589,126\)
\end{tabular}
Note: The balance sheet at December 28,1996 has been derived from
the audited financial statements at that date. See accompanying
notes to condensed consolidated financial statements
</TABLE>
<TABLE>
Synalloy Corporation
Condensed Consolidated Statements of Income

| (Unaudited) | Three Mon Jun 28,1997 | ths Ended <br> Jun 29,1996 | Six Month Jun 28,1997 | s Ended Jun 29,1996 |
| :---: | :---: | :---: | :---: | :---: |
| <S> | <C> | <C> | <C> | <C> |
| Net sales | \$31,204,944 | \$31,736,916 | \$62,108,300 | \$68,395,421 |
| Cost of sales | 26,372,631 | 25,909,347 | 53,029,893 | 55,138,329 |
| Gross profit | 4,832,313 | 5,827,569 | 9,078,407 | 13,257,092 |
| Selling, general and administrative expense | 2,487,610 | 2,335,056 | 4,949,487 | 4,895,366 |
| Operating income | 2,344,703 | 3,492,513 | 4,128,920 | 8,361,726 |
| Other (income) \& expense |  |  |  |  |
| Interest expense | 199,900 | 152,668 | 413,027 | 412,395 |
| Other, net | 3,074 | 3,056 | 9,812 | 10,512 |
| Income before taxes | 2,141,729 | 3,336,789 | 3,706,081 | 7,938,819 |
| Provision for income tax | 756,000 | 1,218,000 | 1,309,000 | 2,898,000 |
| Net income | \$ 1,385,729 | \$ 2,118,789 | \$ 2,397,081 | \$ 5,040,819 |
| Net income per common share | \$. 20 | \$. 30 | \$. 34 | \$. 71 |
| Dividends paid per common share | \$. 09 | \$. 08 | \$. 18 | \$. 16 |
| Average shares outstanding | 7,023,362 | 7,037,144 | 7,025,952 | 7,094,012 |

See accompanying notes to condensed consolidated financial statements </TABLE>
<TABLE>
Synalloy Corporation
Condensed Consolidated Statements of Cash Flows


Synalloy Corporation
Notes To Condensed Consolidated Financial Statements
(Unaudited)
June 28, 1997
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 28, 1997, are not necessarily indicative of the results that may be expected for the year ending January 3, 1998. For comparative purposes, certain amounts in the 1996 financial statements have been reclassified to conform with the 1997 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 28, 1996.

NOTE 2--INVENTORIES
Inventories are stated at the lower of cost (first-in, first-out method) or

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 periods presented; therefore, diluted per share amounts are not disclosed.
In February 1997, the Financial Accounting Standards Board issued Statement No. 128, Earnings Per Share, which is required to be adopted on December 31, 1997. At that time, the Company will be required to change the method currently used to compute earnings per share and to restate all prior periods. Under the new requirements for calculating primary earnings per share, the dilutive effect of stock options will be excluded. The impact of Statement 128 on the calculations of earnings per share and fully diluted earnings per share is not expected to be material.

NOTE 5--LONG-TERM DEBT
In June 1997, the Company entered into an agreement to amend its Revolving Credit/Term Loan Agreement and prepaid $\$ 800,000$ reducing the balance owed to $\$ 10,000,000$. The amendment converts the debt from a five year term loan, payable in equal quarterly installments, to a $\$ 10,000,000$ revolving line of credit expiring five years from the date of the Agreement. Interest is payable quarterly on the outstanding balance at the lower of the bank's prime rate less . 25 percent or LIBOR plus. 60 percent.

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 that affected the Company during the quarter ended June 28, 1997.

Consolidated sales were $\$ 31,205,000$ for the quarter and $\$ 62,108,000$ year-todate reflecting 2 and 9 percent decreases, respectively, compared to the same periods one year ago. Consolidated net income decreased 35 percent to $\$ 1,386,000$ for the quarter, or $\$ .20$ per share, and decreased 52 percent to $\$ 2,397,000$ year-to-date, or $\$ .34$ per share, compared to the same periods one year ago. The declines resulted primarily from Metals Segment's piping systems and process equipment, which produced $\$ .14$ and $\$ .24$ per share less net income for the quarter and year-to-date, respectively. However, net income for the quarter was up 37 percent on a one percent increase in sales compared to the previous quarter. Management considers this sequential improvement as an important indication that earnings are back in an uptrend after the depressed results experienced in recent quarters.

Chemicals Segment sales were $\$ 14,156,000$ for the quarter and $\$ 28,511,000$ year-to-date reflecting 40 and 34 percent increases, respectively, compared to the same periods one year ago. Operating income increased 21 percent to $\$ 1,066,000$ for the quarter and increased 24 percent to $\$ 2,543,000$ year-to-date, compared to the same periods one year ago. The improvement resulted primarily from Manufacturers Chemicals, L.P. which was acquired in October 1996. Excluding the acquired business, sales were up six and three percent and operating income was essentially unchanged for the quarter and year-to-date, respectively, before an $\$ 82,000$ write-off in the quarter of abandoned equipment. Chemical specialties, bolstered by the acquisition, contributed 40 and 43 percent of sales for the quarter and year-to date, respectively, and a substantially greater percent of operating income. Textile dyes continued to be a very difficult business and are likely to remain so for the foreseeable future. On the other hand, specialties continue to perform well and afford the opportunity for long-term growth.

Metals Segment sales were $\$ 17,049,000$ for the quarter and $\$ 33,597,000$ year-todate reflecting 21 and 29 percent decreases, respectively, compared to the same periods one year ago. Operating income decreased 46 percent to $\$ 1,593,000$ for the quarter and 69 percent to $\$ 2,182,000$ year-to-date, compared to the same periods one year ago. The second quarter produced strong unit volume growth, up 16 percent compared to the second quarter of 1996. Pipe unit volume was especially strong, up 34 percent while piping systems and process equipment were only about half of their year earlier levels. Dollar sales were down because of lower sales prices and the shift in product mix. The disappointing results from piping systems and process equipment were exacerbated by customer delays in certain production schedules and $\$ 115,000$ expensed for the start-up costs of a carbon pipe fabrication shop. These products should produce much better results in the second half since backlog is at a good level, up 84 percent from a year earlier.

Many chemical companies and other process industry businesses will only let suppliers that produce both stainless and carbon piping systems quote on their requirements. By opening a carbon piping shop, the Company expects to significantly expand its customer base for its traditional line of stainless steel piping systems as well as generate profit from the new carbon piping products.

Selling and administrative expense for the quarter was up approximately six percent from the same quarter last year, and totaled eight percent of consolidated sales compared to last year's seven percent. The increase reflects adding selling and administrative costs from Manufacturers Chemical, offset by lower profit-based incentives.

Cash flows from operations totaled $\$ 6,225,000$ during the first six months compared to $\$ 7,692,000$ generated during the same period one year ago. The decrease reflects the reduction of net income experienced in the first six months of 1997 compared to the same period in 1996. The Company used part of the cash flows to pay $\$ 2,000,000$ of long-term debt and $\$ 1,155,000$ of notes payable to an employee related to the acquisition of Manufacturers Chemicals. 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.

Safe Harbor Statement under the Private Securities Litigation Reform Act of 1995

The statements contained in this management discussion and analysis that are not historical facts may be forward looking statements. The forward looking statements are subject to certain risks and uncertainties, including without limitation those identified below, which could cause actual results to differ materially from historical results or those anticipated. Readers are cautioned not to place undue reliance on these forward looking statements, which speak only as of their dates. The following factors could cause actual results to differ materially from historical results or those anticipated: adverse economic conditions, the impact of competitive products and pricing, product demand and acceptance risks, raw material and other increased costs, customer delays or difficulties in the production of products, and other risks detailed from time to time in Synalloy's Securities and Exchange Commission filings. Synalloy Corporation assumes no obligation to update the information included herein.

## 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, 1997 at
the offices of the Company.
B. The following individuals were elected as directors at the Annual Meeting:

|  | Votes For | Votes Withheld |
| :--- | :--- | :--- | :--- |
| 1. James G. Lane, Jr. | $6,147,330$ | 30,597 |
| 2. Sibyl N. Fishburn | $6,139,536$ | 38,391 |
| 3. Richard E. Ingram | $6,141,880$ | 36,047 |
| 4. Glenn R. Oxner | $6,146,880$ | 31,047 |
| 5. Carroll D. Vinson | $6,146,880$ | 31,047 |

C. Ernst \& Young LLP, independent certified accountants, were selected as independent auditors for the fiscal year ending January 3, 1998 by a vote of $6,138,627$ for, 11,779 against and 27,521 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 28, 1997.

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 <br> (Registrant)

Date: August 8, 1997 /s/ James G. Lane, Jr.

James G. Lane, Jr., Chairman and Chief Executive Officer

Date: August 8, 1997
/s/ Gregory M. Bowie
Gregory M. Bowie
Vice President, Finance
<ARTICLE> 5

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