

Delaware
(State or other jurisdiction of incorporation or organization)

Post Office Box 5627
Croft Industrial Park
Spartanburg, South Carolina 29304
(Address of principal executive offices)
(Zip Code)
Registrant's Telephone Number, Including Area Code (864) 585-3605
(Former name, former address and former fiscal year, if changed since last
year.)
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
$\qquad$
Indicate the number of shares outstanding of each of the issuer's classes of Common Stock, as of the latest practical date.
Number of Shares Outstanding

Title of Class As of October 3, 1998
Common Stock, \$1.00 Par Value
6,725,629

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Synalloy Corporation

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PART 1. FINANCIAL STATEMENTS
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Synalloy Corporation
Condensed Consolidated Balance Sheets

| Oct 3, 1998 | Jan 3, 1998 |
| :--- | :---: |
| (Unaudited) | (Note) |
| <C> | <C $>$ |

## <S>

dited)
(Note)
Assets
Current assets
$\begin{array}{lll}\text { Cash and cash equivalents } & 216,382 & 1,602,543 \\ \text { Accounts receivable, less allowance }\end{array}$
Accounts receivable, less allowance
for doubtful accounts 15,780,694
Inventories
$\begin{array}{lll}\text { Raw materials } & 9,148,227 & 7,368,212 \\ \text { Work-in-process } & 4,351,179 & 4,791,379\end{array}$
Finished goods
13,909,878 15,287,431
27,409,284 27,447,022
177,000
384,228
177,000
633,709
Prepaid expenses and other current assets
43,967,588
45,062,057
1,970,420
1, 842,384
329,117
329,117
Investment
Property, plant \& equipment, net of accumulated
depreciation of $\$ 32,107,000$ and $\$ 27,788,000$
24,288,120
23,112,324
3,020,088 3,037,470
73,575,333
73,383,352
Total assets
Liabilities and Shareholders' Equity
Current liabilities
Notes payable
535,000 0
Accounts payable
8,909,811
524,914
5,544,789
310,992
Accrued expenses
Current portion of environmental reserves
2,191,342
Current portion of long-term debt
487,899
3,018,850
487,980
200,000

| Total current liabilities | 12,848,966 | 9,562,611 |
| :---: | :---: | :---: |
| Long-term debt, less current portion | 10,200,000 | 10,200,000 |
| Environmental reserves | 543,759 | 782,700 |
| Deferred compensation | 1,342,501 | 1,323,388 |
| Deferred income taxes | 1,473,000 | 1,473,000 |
| Contingencies |  |  |
| Shareholders' equity |  |  |
| Common stock, par value $\$ 1$ per share authorized and issued 8,000,000 shares |  |  |
| Capital in excess of par value | 9,491 | 33,475 |
| Retained earnings | 51,459,694 | 52,339,857 |
| Less cost of Common Stock in treasury | $(12,302,078)$ | $(10,331,679)$ |
| Total shareholders' equity | 47,167,107 | 50,041,653 |
| Total liabilities and shareholders' equity | 73,575,333 | 73,383,352 |
| Note: The balance sheet at January 3, 1998 has been derived from the audited financial statements at that date. See accompanying notes to condensed consolidated financial statements |  |  |
| </TABLE> |  |  |

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<TABLE>
Synalloy Corporation
Condensed Consolidated Statements of Income
\begin{tabular}{|c|c|c|c|c|}
\hline \multirow[t]{2}{*}{(Unaudited)} & \multicolumn{2}{|l|}{Three Months Ended} & \multicolumn{2}{|l|}{Nine Months Ended} \\
\hline & Oct 3,1998 & Sep 27,1997 & Oct 3,1998 & Sep 27,1997 \\
\hline <S> & <C> & <C> & <C> & <C> \\
\hline Net sales & 28,039,905 & 31,370,635 & 84,458,443 & 93,478,935 \\
\hline Cost of sales & 24,572,533 & 26,495,268 & 74,589,382 & 79,525,161 \\
\hline Gross profit & 3,467,372 & 4,875,367 & 9,869,061 & 13,953,774 \\
\hline Selling, general and administrative expense & 2,601,482 & 2,335,679 & 7,667,331 & 7,285,166 \\
\hline Operating income & 865,890 & 2,539,688 & 2,201,730 & 6,668,608 \\
\hline \multicolumn{5}{|l|}{Other (income) and expense} \\
\hline Interest expense Other, net & \[
\begin{aligned}
& 181,207 \\
& (19,711)
\end{aligned}
\] & \[
\begin{aligned}
& 169,102 \\
& (16,655)
\end{aligned}
\] & \[
\begin{gathered}
510,892 \\
(106,577)
\end{gathered}
\] & \[
\begin{gathered}
582,129 \\
(6,843)
\end{gathered}
\] \\
\hline Income before taxes & 704,394 & 2,387,241 & 1,797,415 & 6,093,322 \\
\hline Provision for income tax & 249,000 & 844,000 & 635,000 & 2,153,000 \\
\hline Net income & 455,394 & 1,543,241 & 1,162,415 & 3,940,322 \\
\hline \multicolumn{5}{|l|}{Net income} \\
\hline Basic & \$. 07 & \$. 22 & \$. 17 & \$. 56 \\
\hline Diluted & \$. 07 & \$. 22 & \$. 17 & \$. 56 \\
\hline Dividends paid per common & share \$. 10 & \$. 09 & \$. 30 & \$. 27 \\
\hline \multicolumn{5}{|l|}{Average shares outstanding} \\
\hline Basic & 6,769,363 & 6,974,705 & 6,797,255 & 6,977,563 \\
\hline Diluted & 6,776,879 & 7,029,464 & 6,818,881 & 7,026,335 \\
\hline
\end{tabular}

See accompanying notes to condensed consolidated financial statements. </TABLE>
<TABLE>
Synalloy Corporation
Condensed Consolidated Statements of Cash Flows
\begin{tabular}{|c|c|c|}
\hline \multirow[t]{2}{*}{(Unaudited) 0} & \multicolumn{2}{|l|}{Three Months Ended} \\
\hline & Oct 3, 1998 & Sep 27, 1997 \\
\hline <S> & <C> & <C> \\
\hline \multicolumn{3}{|l|}{Operating activities} \\
\hline Net income & 1,162,415 & 3,940,322 \\
\hline \multicolumn{3}{|l|}{Adjustments to reconcile net income to net cash provided by operating activities:} \\
\hline Depreciation expense & 2,587,821 & 2,372,488 \\
\hline Amortization of deferred charges & 195,593 & 188,303 \\
\hline Deferred compensation & 19,113 & 5,602 \\
\hline Provision for losses on accounts receivable & 206,538 & (162) \\
\hline Loss on sale of property, plant and equipment & 10,401 & 114,215 \\
\hline Cash value of life insurance & \((64,926)\) & \((58,500)\) \\
\hline Environmental reserves & \((239,022)\) & \((307,224)\) \\
\hline \multicolumn{3}{|l|}{Changes in operating assets and liabilities:} \\
\hline Accounts receivable & 159,172 & \((1,309,098)\) \\
\hline Inventories & 1,074,255 & 1,968,994 \\
\hline Other assets & 305,262 & \((357,905)\) \\
\hline Accounts payable and accrued expenses & 1,952,273 & 1,823,010 \\
\hline Income taxes payable & \((39,400)\) & 239,793 \\
\hline Net cash provided by operating activities & 7,329,495 & 8,619,838 \\
\hline \multicolumn{3}{|l|}{Investing activities} \\
\hline Purchases of property, plant and equipment & \((1,766,714)\) & \((2,171,785)\) \\
\hline Proceeds from sale of property, plant and equipment & nt 9,818 & 9,450 \\
\hline Acquisition, net of cash & \((3,456,799)\) & 0 \\
\hline Proceeds from notes receivable & 0 & 4,927 \\
\hline Net cash used in investing activities & \((5,213,695)\) & \((2,157,408)\) \\
\hline \multicolumn{3}{|l|}{Financing activities} \\
\hline Proceeds from revolving lines of credit & 852,000 & 13,330,000 \\
\hline Payments on revolving lines of credit & \((317,000)\) & \((14,410,000)\) \\
\hline Payment of notes payable to employee & 0 & \((2,000,000)\) \\
\hline Principal payments on long-term debt & 0 & \((1,154,805)\) \\
\hline Proceeds from exercised stock options & 4,838 & 61,956 \\
\hline Purchases of treasury stock & \((1,999,219)\) & \((439,364)\) \\
\hline Dividends paid & \((2,042,580)\) & \((1,882,140)\) \\
\hline Net cash used in financing activities & \((3,501,961)\) & \((6,494,353)\) \\
\hline (Decrease) increase in cash and cash equivalents & \((1,386,161)\) & \((31,923)\) \\
\hline Cash and cash equivalents at beginning of year & 1,602,543 & 115,828 \\
\hline Cash and cash equivalents at end of period & 216,382 & 83,905 \\
\hline
\end{tabular}

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

Synalloy Corporation
Notes To Condensed Consolidated Financial Statements
(Unaudited)
October 3, 1998

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 nine- month periods ended October 3, 1998, are not necessarily indicative of the results that may be expected for the year ending January 2, 1999. 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 January 3, 1998.

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. In 1997, the Financial Accounting Standards Board issued Statement No. 128, Earnings Per Share. Statement 128 replaced the calculation of primary and fully diluted earnings per share with basic and diluted earnings per share. Unlike primary earnings per share, basic earnings per share excludes any dilutive effects of options. Diluted earnings per share is very similar to the previously reported primary earnings per share. Earnings per share amounts for 1997 have been restated to conform to the Statement 128 requirements.

NOTE 5--ACQUISITIONS
On August 21,1998, the Company purchased the common stock of Organic-Pigments Corporation with an effective date of July 1, 1998. Organic, located in Greensboro, N. C., manufactures aqueous pigment dispersions sold to the textile industry and used in printing inks for use on paper. Total cost of the acquisition was \(\$ 3,470,000\) including the retirement of \(\$ 1,095,000\) in bank debt and certain acquisition costs related to the transaction. The company funded the acquisition with available cash. The acquisition was accounted for by the purchase method of accounting with the purchase price allocated to the underlying assets based on their respective fair values at the date of acquisition. Such allocation has been based on preliminary estimates, which will be revised at a later date. Since the purchase price was approximately equal to the fair value of the net assets acquired, no goodwill was recorded. The Company's consolidated financial statements include the results of Organic from the July 1 effective date. The acquisition did not have a material impact on 1998 operations; therefore, no pro forma data has been presented.

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

The following is management's discussion of certain significant factors that affected the Company during the quarter ended October 3, 1998. (Dollar amounts are in thousands except for per share data.) <TABLE>
\begin{tabular}{|c|c|c|c|c|}
\hline & Three M & hs Ended & Nine Mo & hs Ended \\
\hline & Oct 3,1998 & Sep 27,1997 & Oct 3,1998 & Sep 27,1997 \\
\hline <S> & <C> & <C> & <C> & <C> \\
\hline Net sales & & & & \\
\hline Metals Segment & 13,328 & 18,581 & 44,427 & 52,178 \\
\hline Chemicals Segment & 14,712 & 12,790 & 40,031 & 41,301 \\
\hline & 28,040 & 31,371 & 84,458 & 93,479 \\
\hline Operating income & & & & \\
\hline Metals Segment & 191 & 1,884 & 1,231 & 4,066 \\
\hline Chemicals Segment & 865 & 888 & 1,617 & 3,431 \\
\hline & 1,056 & 2,772 & 2,848 & 7,497 \\
\hline Unallocated expenses & & & & \\
\hline Corporate & 190 & 232 & 646 & 829 \\
\hline Interest and debt expense, net of interest income & e, 162 & 153 & 405 & 575 \\
\hline Income before income taxes & s 704 & 2,387 & 1,797 & 6,093 \\
\hline
\end{tabular}
</TABLE>
Consolidated sales for the quarter and year to date decreased 11 and 10
percent, respectively, compared to the same periods one year ago.
Consolidated net income declined 71 percent to $\$ 455$ and $\$ 1,162$ for the quarter and year to date, or $\$ .07$ and $\$ .17$ per share, respectively, compared to the same periods one year ago. Weak demand together with lower prices in the Metals Segment led to substantially lower sales and profits in the third quarter compared to a year earlier.

Chemicals Segment sales increased 15 percent and declined three percent in the quarter and year to date, respectively, compared to the same periods one year ago. The third quarter sales increase resulted from the acquisition of Organic Pigments effective July 1, 1998. Excluding Organic Pigments, sales were about the same as a year earlier. Lower sales of textile dyestuffs were offset by an increase in specialty chemical sales. Operating income declined three and 53 percent in the quarter and year to date, respectively. The decline in operating income for the quarter resulted from lower profits from dyestuffs that was mostly offset by higher profits from specialty chemicals. The decline in sales and operating income year to date, reflects the extremely competitive market that has existed for textile dyes throughout the year. Management is pleased with the 330 percent improvement in operating income on a sequential basis compared to the second quarter's depressed level of $\$ 201,000$. A large new agricultural chemical project scheduled to begin production in January 1999, the acquisition of Organic Pigments and several other initiatives make management optimistic about future growth in sales and income from the chemicals segment.

Metals Segment sales declined 28 and 15 percent in the quarter and year to date, respectively, compared to the same periods one year ago. Third quarter demand for the segment's principal product, stainless steel pipe, continued to reflect the weakness that began in the second quarter. Unit volume was down 30 percent

## Synalloy Corporation

Management's Discussion And Analysis Of Financial Condition
And Results Of Operations - Continued
from a year earlier while selling prices for the commodity grades 304 and 316 were 11 percent lower than a year earlier. This weakness was partially the result of the well-publicized problems in Asia and the Pacific Rim countries which led to a collapse in exports to these areas, coupled with a surge in cheap imports. Partially offsetting these negative factors was an increase in sales of non-commodity pipe made from specialty alloys. These specialties produced 21 percent of dollar pipe sales this year versus seven percent during last year's third quarter. Piping systems and process equipment had weak sales in the third quarter that led to a modest operating loss from these products. On the other hand, bookings during the quarter were excellent, leading to an increase in backlog from $\$ 5,500,000$ at the start of the quarter to $\$ 18,400,000$ at quarter's end. This should assure improved results from these products over the next several quarters.

Selling and administrative expense for the quarter and year to date increased to nine percent of consolidated sales, respectively, compared to last year's seven percent. The increase is due to the addition of the selling and administrative expenses of Organic Pigments and the lower sales experienced in 1998.

Cash flows from operations totaled $\$ 7,329$ during the first nine months of 1998 compared to $\$ 8,620$ generated during the same period one year ago. The decrease in cash flows came primarily from the decline in net income for the first nine months compared to 1997. The Company used part of the cash flows generated in 1998 to purchase 163,300 shares of the Company's common stock for $\$ 1,999$, including 60,300 shares purchased for $\$ 506$ in the third quarter. The purchase of Organic pigments for $\$ 3,470$ was also funded out of cash flows. 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:

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 October 3, 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.

SYNALLOY CORPORATION
(Registrant)

Date: November 6, 1998 /s/ James G. Lane, Jr. James G. Lane, Jr., Chairman and Chief Executive Officer

Date: November 6, 1998 /s/ Gregory M. Bowie Gregory M. Bowie Vice President, Finance
<ARTICLE> 5

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