UNITED STATES
SECURITIES AND EXCHANGE COMMISSION WASHINGTON, D.C. 20549

FORM 10-Q
( X ) QUARTERLY REPORT PURSUANT TO SECTION 13 OR $15(\mathrm{~d})$ OF THE SECURITIES EXCHANGE ACT OF 1934

For the quarterly period ended March 31, 1996
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: 1-6620

GRIFFON CORPORATION
(Exact name of registrant as specified in its charter)

DELAWARE
(State or other jurisdiction of incorporation or organization)

> 11-1893410
> (I.R.S. Employer
> Identification No.)

11753
(Zip Code)

| 100 JERICHO QUADRANGLE, JERICHO, NEW YORK | 11753 |
| :--- | :---: |
| (Address of principal executive offices) | (Zip Code) |

(516) 938-5544
(Registrant's telephone number, including area code)

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or $15(\mathrm{~d})$ of the Securities Exchange Act of 1934 during the preceding 12 months, and (2) has been subject to such filing requirements for the past 90 days.

Indicate the number of shares outstanding of each of the issuer's classes of common stock, as of the latest practicable date. $28,886,745$ shares of Common Stock as of April 19, 1996.

FORM 10-Q
CONTENTS

PART I - FINANCIAL INFORMATION (Unaudited)
Condensed Consolidated Balance Sheets at March 31, 1996 and September 30, 1995

Condensed Consolidated Statements of Income for the Three Months and Six Months Ended March 31, 1996 and 1995

Condensed Consolidated Statements of Cash Flows for the Six Months Ended March 31, 1996 and 1995

Notes to Condensed Consolidated Financial Statements
Management's Discussion and Analysis of Financial Condition and Results of Operations

```
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
Signature
```

GRIFFON CORPORATION AND SUBSIDIARIES
CONDENSED CONSOLIDATED BALANCE SHEETS

| March 31, | September 30, |
| :---: | :---: |
| 1996 | 1995 |
| $-----------------------1)$ |  |
| (Unaudited) | (Note 1) |

ASSETS
CURRENT ASSETS:

| Cash and cash equivalents | \$ 15,377,000 | \$ 9,656,000 |
| :---: | :---: | :---: |
| Marketable securities | 3,311,000 | 12,197,000 |
| Accounts receivable, less allowance for doubtful accounts | 73,225,000 | 71,461,000 |
| Contract costs and recognized income not yet billed | 32,527,000 | $31,490,000$ |
| Inventories (Note 2) | 90,387,000 | 78,823,000 |
| Prepaid expenses and other current assets | 7,918,000 | 8,419,000 |
| Total current assets | 222,745,000 | 212,046,000 |
| PROPERTY, PLANT AND EQUIPMENT <br> at cost, less accumulated depreciation and amortization of $\$ 52,783,000$ at March 31, 1996 and $\$ 48,333,000$ at |  |  |
| September 30, 1995 | 58,643,000 | 48,401,000 |
| OTHER ASSETS | 25,974,000 | 25,169,000 |
|  | \$307,362,000 | \$285,616,000 |

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

GRIFFON CORPORATION AND SUBSIDIARIES
CONDENSED CONSOLIDATED BALANCE SHEETS

| March 31, | September 30, |
| :---: | :---: |
| 1996 | 1995 |
| $----------------------1)$ |  |
| (Unaudited) | (Note 1) |

CURRENT LIABILITIES:


## <FN>

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

## GRIFFON CORPORATION AND SUBSIDIARIES

CONDENSED CONSOLIDATED STATEMENTS OF INCOME
(Unaudited)


```
```

Net income per share of common stock (Note 3)

```
```

Net income per share of common stock (Note 3)
\$ . 12

```
$ . 12
```

============

```
```

=============

```
=============
<FN>
```

```
</FN>
```

```
</FN>
```


## GRIFFON CORPORATION AND SUBSIDIARIES

CONDENSED CONSOLIDATED STATEMENTS OF INCOME (Unaudited)

|  | SIX MONTHS | D MARCH 31 |
| :---: | :---: | :---: |
|  | 1996 | 1995 |
| Net sales | \$313,904,000 | \$253,711,000 |
| Cost of sales | 238,697,000 | 184,050,000 |
| Gross profit | 75,207,000 | 69,661,000 |
| Selling, general and administrative expenses | 58,442,000 | $51,415,000$ |
| Income from operations | 16,765,000 | 18,246,000 |
| Other income (expense): <br> Interest expense <br> Interest income <br> Other, net | $\begin{array}{r} (1,536,000) \\ 648,000 \\ 71,000 \end{array}$ | $\begin{array}{r} (1,047,000) \\ 838,000 \\ 252,000 \end{array}$ |
|  | (817,000) | 43,000 |
| Income before income taxes | 15,948,000 | 18,289,000 |
| Provision for income taxes: <br> Federal <br> State and other | $\begin{array}{r} 5,222,000 \\ 997,000 \end{array}$ | $\begin{aligned} & 5,993,000 \\ & 1,323,000 \end{aligned}$ |
|  | 6,219,000 | 7,316,000 |
| Net income | \$ 9,729,000 | \$ 10,973,000 |
| Net income per share of common stock (Note 3) | . 30 | \$ . 32 |

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

GRIFFON CORPORATION AND SUBSIDIARIES
CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS (Unaudited)

| 1996 | 1995 |
| :---: | :---: |

CASH FLOWS FROM OPERATING ACTIVITIES:

```
$ 9,729,000 $10,973,000
------------ -----------
        4,139,000
        609,000
        406,000
    8,259,000 8,657,000
    (1,850,000) (3,898,000)
    2,033,000
    (7,675,000)
        (317,000)
        (24,126,000)
        263,000
```

    Adjustments to reconcile net income to net cash
        provided by operating activities:
        Depreciation and amortization
        Provision for losses on accounts receivable
    Change in assets and liabilities:
        Decrease in accounts receivable and contract
        costs and recognized income not yet billed
        Increase in inventories
        Decrease in prepaid expenses and other assets
        Decrease in accounts payable and accrued liabilities
        Other changes, net
    | Total adjustments | 6,092,000 | $(14,103,000)$ |
| :---: | :---: | :---: |
| Net cash provided by (used in) operating activities | 15,821,000 | $(3,130,000)$ |
| ASH FLOWS FROM INVESTING ACTIVITIES: |  |  |
| Net decrease in marketable securities | 8,886,000 | 26,372,000 |
| Acquisition of property, plant and equipment | $(4,365,000)$ | $(4,250,000)$ |
| Acquired businesses | $(21,884,000)$ | $(7,758,000)$ |
| Decrease in equipment lease deposits and other | 5,000 | 439,000 |
| Net cash provided by (used in) investing activities | $(17,358,000)$ | 14,803,000 |

GRIFFON CORPORATION AND SUBSIDIARIES
CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS (CONTINUED) (Unaudited)


CASH FLOWS FROM FINANCING ACTIVITIES:

<EN>
See notes to condensed consolidated financial statements.
</EN>
GRIFFON CORPORATION AND SUBSIDIARIES

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS
(Unaudited)
(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 Article 10 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. The balance sheet at September 30, 1995 has been derived from the audited financial statements at that date. In the opinion of management, all adjustments (consisting of normal recurring adjustments) considered necessary for a fair presentation have been included. Operating results for the three and six-month periods ended March 31, 1996 are not necessarily indicative of the results that may be expected for the year ended September 30, 1996. For further information, refer to the consolidated financial statements and footnotes thereto included in the Company's annual report to shareholders for the year ended September 30, 1995.
(2) Inventories -

Inventories, stated at the lower of cost (first-in, first-out or average) or market, are comprised of the following:

|  | March 31, <br> 1996 | September 30, <br> 1995 |
| :--- | :--- | :--- |
| Finished goods |  |  |

(3) Net Income Per Share -

Net income per share is calculated using the weighted average number of shares of common stock, and where dilutive, common stock equivalents outstanding during each period. Shares used in computing per share results were $32,563,000$ and $33,111,000$ for the three months ended March 31, 1996 and 1995, respectively and $32,830,000$ and $34,203,000$ for the six months ended March 31, 1996 and 1995, respectively.
(4) Self-Tender Offer -

In March 1996, the Company completed a self-tender offer for $2,000,000$ shares of the Company's Common Stock, which were then retired, at a price of $\$ 9.75$ per share. During the six months ended March 31, 1996, approximately $\$ 21.6$ million was used to acquire $2,172,100$ shares of Common Stock. The selftender was primarily funded by borrowings under the Company's revolving credit loan agreement.
(5) Acquisitions -

During the first quarter, $\$ 21.9$ million was used to acquire two companies for the building products business, including a manufacturer of heavy rolling doors, sectional garage doors, grilles and other door products for commercial, industrial and residential applications with annual sales of $\$ 60 \mathrm{million}$. acquisitions were primarily funded by borrowings under the Company's revolving credit loan agreement. The acquisitions have been accounted for as purchases.

MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION

AND RESULTS OF OPERATIONS

## RESULTS OF OPERATIONS

Three Months Ended March 31, 1996
Net sales were $\$ 150.4$ million for the three-month period ended March 31, 1996, an increase of $\$ 30.3$ million or $25.2 \%$ over last year.

Net sales of the building products business were $\$ 79.5$ million, an increase of $\$ 20.8$ million or $35.4 \%$ over last year primarily due to acquired businesses. Net sales of the specialty plastic films business were $\$ 32.5$ million, an increase of $\$ 4.9$ million or $17.6 \%$ over last year. The increase is primarily due to sales of new laminated products to its major customer, partially offset by the previously reported phase-out of the thin laminate program with this customer and lower selling prices. Net sales of the electronic information and communication systems business were $\$ 27.1$ million, an increase of $\$ 3.8$ million or $16.4 \%$ compared to last year principally due to new program awards.

Income from operations for the three-month period ended March 31, 1996 was $\$ 6.7$ million compared to $\$ 5.5$ million last year. Operating income of the building products business, in what is historically its weakest quarter, was approximately the same as last year. Operating income of the specialty plastic films business showed improvement from the first quarter, and increased by approximately $\$ .9$ million compared to last year's comparable quarter. The increase was attributable to the new product sales and raw material cost decreases in excess of selling price decreases, partly offset by new product start-up costs. Operating income of the electronic information and communication systems business increased by approximately $\$ .5$ million principally due to the sales increase.

Net interest expense increased by $\$ .2$ million compared to last year's comparable quarter. The increase was due to higher borrowings in connection with the acquisitions made in the first quarter and the Company's second quarter self-tender offer for $2,000,000$ shares of its Common Stock.

Six Months Ended March 31, 1996

Net sales were $\$ 313.9$ million for the six-month period ended March 31, 1996, an increase of $\$ 60.2$ million or $23.7 \%$ over last year.

Net sales of the building products business were $\$ 177.9$ million, an increase of $\$ 39.3$ million or $28.4 \%$ over last year primarily due to acquired businesses. Net sales of the specialty plastic films business were $\$ 64.2$ million, an increase of $\$ 10.0$ million or $18.5 \%$ over last year. The increase is primarily due to sales of new laminated products to its major customer, partially offset by the previously reported phase-out of the thin laminate program with this customer and lower selling prices. Net sales of the electronic information and communication systems business were $\$ 50.4$ million, an increase of $\$ 9.6$ million or $23.5 \%$ compared to last year principally due to new program awards.

Income from operations for the six-month period ended March 31, 1996 was $\$ 16.8$ million compared to $\$ 18.2$ million last year. Operating income of the building products business decreased $\$ 2.3$ million compared to last year, all of such reduction occurring in the first quarter. Lower garage door unit sales due to weakness in the construction and related retail markets, severe winter weather conditions, additional costs to phase-out an unprofitable product line and raw material cost increases in excess of selling price increases, offset by the earnings of acquired companies were the principal reasons for the decrease. Operating income of the specialty plastic films business increased by \$. 3 million compared to last year, and operating income of the electronic information and communication systems business increased by $\$ 1.0$ million due to the reasons discussed above.

Net interest expense increased by $\$ .7$ million compared to last year's comparable period due to the higher borrowings incurred to consummate acquisitions of building products companies for approximately $\$ 22$ million and for purchases of Common Stock for approximately $\$ 22$ million during the six months ended March 31, 1996.

## LIQUIDITY AND CAPITAL RESOURCES

Cash flow provided by operations for the six months was $\$ 15.8$ million and working capital was $\$ 121.1$ million at March 31, 1996.

During the six months, $\$ 21.9$ million was used to acquire two companies for the building products business, including a manufacturer of heavy rolling doors, sectional garage doors, grilles and other door products for commercial, industrial and residential applications with annual sales of $\$ 60 \mathrm{million}$. acquisitions were primarily funded by borrowings under the Company's revolving credit loan agreement with two banks.

In March 1996, the Company completed a self-tender offer for 2 million shares of its Common Stock at a price of $\$ 9.75$ per share. During the six months, $\$ 21.6$ million was used to acquire approximately 2.2 million shares of Common Stock. Approximately 7.5 million shares of the Company's Common Stock have been purchased under its stock repurchase program covering 9 million shares of the Company's Common and Preferred Stock. The self-tender was primarily funded by borrowings under the Company's existing bank loan agreement.

Anticipated cash flows from operations, together with existing cash and lease line availability, should be adequate to finance presently anticipated working capital and capital expenditure requirements.

PART II - OTHER INFORMATION

Item 1 Legal Proceedings
There are no material changes in the information previously reported under this item other than as follows:

Department of Environmental Conservation with Lightron Corporation (Peekskill). As previously reported, Lightron Corporation, a wholly-owned subsidiary of the Company, once conducted operations at

|  | a location in Peekskill in the Town of Cortlandt, New York owned by ISC Properties, Inc., also a wholly-owned subsidiary of the Company (the "Peekskill Site"). ISC Properties, Inc. sold the Peekskill Site in November 1982. Subsequently, the Company was advised by the New York State Department of Environmental Conservation ("DEC") that random sampling at the Peekskill Site and in a creek near the Peekskill Site indicated concentrations of solvents and other chemicals common to Lightron's prior plating operations. <br> After negotiation with the DEC, in April 1996 ISC Properties, Inc. signed a Consent Order which, if approved by the Commissioner of the DEC, provides for the performance of a field investigation and feasibility study at the Peekskill Site. |
| :---: | :---: |
| Item 2 | Changes 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 |
|  | 27 -- Financial Data Schedule (for electronic submission only) |

SIGNATURE


#### Abstract

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.


GRIFFON CORPORATION

[^0]Date: April 29, 1996

```
<ARTICLE> 5
<LEGEND>
THE SCHEDULE CONTAINS SUMMARY FINANCIAL INFORMATION EXTRACTED FROM THE
CONDENSED CONSOLIDATED FINANCIAL STATEMENTS FOR THE PERIOD ENDED
MARCH 31, 1996 AND IS QUALIFIED IN ITS ENTIRETY BY REFERENCE TO SUCH
STATEMENTS.
</LEGEND>
```

| <PERIOD-TYPE> | 6-MOS |
| :---: | :---: |
| <FISCAL-YEAR-END> | SEP-30-1996 |
| <PERIOD-END> | MAR-31-1996 |
| <CASH> | 15,377,000 |
| <SECURITIES> | 3,311,000 |
| <RECEIVABLES> | 110,861,000 |
| <ALLOWANCES> | 5,109,000 |
| <INVENTORY> | 90,387,000 |
| <CURRENT-ASSETS> | 222,745,000 |
| <PP\&E> | 111,426,000 |
| <DEPRECIATION> | 52,783,000 |
| <TOTAL-ASSETS> | 307,362,000 |
| <CURRENT-LIABILITIES> | 101,603,000 |
| <BONDS> | 45,475,000 |
| <PREFERRED-MANDATORY> | 0 |
| <PREFERRED> | 416,000 |
| <COMMON> | 7,302,000 |
| <OTHER-SE> | 152,566,000 |
| <TOTAL-LIABILITY-AND-EQUITY> | 307,362,000 |
| <SALES> | 313,904,000 |
| <TOTAL-REVENUES> | 313,904,000 |
| <CGS> | 238,697,000 |
| <TOTAL-COSTS> | 238,697,000 |
| <OTHER-EXPENSES> | 0 |
| <LOSS-PROVISION> | 609,000 |
| <INTEREST-EXPENSE> | 1,536,000 |
| <INCOME-PRETAX> | 15,948,000 |
| <INCOME-TAX> | 6,219,000 |
| <INCOME-CONTINUING> | 9,729,000 |
| <DISCONTINUED> | 0 |
| <EXTRAORDINARY> | 0 |
| <CHANGES> | 0 |
| <NET-INCOME> | 9,729,000 |
| <EPS-PRIMARY> | . 30 |
| <EPS-DILUTED> | 0 |


[^0]:    By Robert Balemian
    -------------------------------
    Robert Balemian
    President
    (Principal Financial Officer)

