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 December 31, 1997
OR
( ) TRANSITION REPORT PURSUANT TO SECTION 13 OR 15 (d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the transition period from to
Commission File Number: 1-6620

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

| DELAWARE | 11-1893410 |
| :---: | :---: |
| (State or other jurisdiction of incorporation or organization) | (I.R.S. Employer Identification No |
| 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 $15(d)$ 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. $30,684,712$ shares of common Stock as of January 31, 1998.

> FORM $10-Q$
> -------
> CONTENTS

PAGE
PART I - FINANCIAL INFORMATION (Unaudited)
Condensed Consolidated Balance Sheets at December 31, 1997
and September 30,1997 ....................................................... 1
Condensed Consolidated Statements of Income for the Three Months Ended December 31, 1997 and $1996 \ldots . . . . . . . . . . . . . . . . .$.

Condensed Consolidated Statements of Cash Flows for the Three Months Ended December 31, 1997 and 1996 .............................

```
    Notes to Condensed Consolidated Financial Statements ............ 5
    Management's Discussion and Analysis of Financial
    Condition and Results of Operations ..........................................
    PART II - OTHER INFORMATION
```




```
    Item 3: Defaults upon Senior Securities .......................................
    Item 4: Submission of Matters to a Vote of Security Holders ..... 9
```



```
    Item 6: Exhibits and Reports on Form 8-K ...................................
    Signature ......................................................... . . 10
            GRIFFON CORPORATION AND SUBSIDIARIES
                Clo------------------------
\begin{tabular}{cc} 
December 31, & September 30, \\
1997 & 1997 \\
\(-------------------1)\) \\
(Unaudited) & (Note 1)
\end{tabular}
ASSETS
CURRENT ASSETS:
\begin{tabular}{|c|c|c|}
\hline Cash and cash equivalents & \$ 12,673,000 & \$ 15,414,000 \\
\hline Marketable securities & 382,000 & 1,379,000 \\
\hline Accounts receivable, less allowance for doubtful accounts & 100,608,000 & 105,050,000 \\
\hline Contract costs and recognized income not yet billed & 42,288,000 & 40,465,000 \\
\hline Inventories (Note 2) & 83,072,000 & 88,123,000 \\
\hline Prepaid expenses and other current assets & 16,193,000 & 13,676,000 \\
\hline Total current assets & 255,216,000 & 264,107,000 \\
\hline
\end{tabular}
PROPERTY, PLANT AND EQUIPMENT
    at cost, less accumulated depreciation
    and amortization of $56,536,000 at
    December 31, 1997 and $53,673,000 at
    September 30, 1997 76,962,000 77,080,000
OTHER ASSETS
\begin{tabular}{rr}
\(46,437,000\) & \(43,572,000\) \\
\(--------=-\) \\
\(\$ 378,615,000\) & \(\$ 384,759,000\) \\
\(============\) & \(============\)
\end{tabular}
<FN>
See notes to condensed consolidated financial statements.
</ FN>
```

```
GRIFFON CORPORATION AND SUBSIDIARIES
CONDENSED CONSOLIDATED BALANCE SHEETS
-------------------------------------------
\begin{tabular}{cc} 
December 31, & September 30, \\
1997 & 1997 \\
----------------------- & (Note 1)
\end{tabular}
```

```
LIABILITIES AND SHAREHOLDERS' EQUITY
```

    CURRENT LIABILITIES:
    | Accounts and notes payable | $\$ 46,603,000$ | $\$ 52,612,000$ |
| :---: | ---: | ---: |
| Other current liabilities | $71,168,000$ | $76,488,000$ |
| Total current liabilities | ----------- | ----------- |
|  | $117,771,000$ | $129,100,000$ |
| LONG-TERM DEBT AND OTHER LIABILITIES | ---------- | ---------- |
|  | $49,819,000$ | $53,854,000$ |

    SHAREHOLDERS' EQUITY:
    Preferred stock, par value \(\$ .25\) per share,
        authorized 3,000,000 shares, no shares
        issued
    Common Stock, par value \(\$ .25\) per share,
        authorized \(85,000,000\) shares, issued
        \(31,350,612\) shares at December 31, 1997
        and \(31,278,830\) shares at September 30 ,
        1997, and 671,900 shares and 603,700
        shares in treasury at December 31, 1997
        and September 30, 1997, respectively 7,838,000 7,820,000
    Other shareholders' equity
        Total shareholders' equity
    | 203,187,000 | 193,985,000 |
| :---: | :---: |
| 211,025,000 | 201,805,000 |
| \$378, 615,000 | \$384,759,000 |

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

```
                        GRIFFON CORPORATION AND SUBSIDIARIES
                        -------------------------------------
                CONDENSED CONSOLIDATED STATEMENTS OF INCOME
                (Unaudited)
```




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

THREE MONTHS ENDED DECEMBER 31,

| --------------------------- |  |
| :---: | :---: |
| 1997 | 1996 |
| ---- | ---- |

CASH FLOWS FROM OPERATING ACTIVITIES:

| Net income | \$ 8,515,000 | \$ 7,520,000 |
| :---: | :---: | :---: |
| Adjustments to reconcile net income to net cash provided by operating activities: |  |  |
| Depreciation and amortization | 3,271,000 | 2,749,000 |
| Provision for losses on accounts receivable | 403,000 | 522,000 |
| Change in assets and liabilities: |  |  |
| Decrease in accounts receivable and contract costs and recognized income not yet billed | 2,216,000 | 5,978,000 |
| Decrease in inventories | 5,051,000 | 1,535,000 |
| Increase in prepaid expenses and other assets | $(2,777,000)$ | $(1,800,000)$ |
| Decrease in accounts payable and accrued liabilities | $(14,605,000)$ | $(6,355,000)$ |
| Other changes, net | 877,000 | $(626,000)$ |
| Total adjustments | $(5,564,000)$ | 2,003,000 |
| Net cash provided by operating activities | 2,951,000 | 9,523,000 |

CASH FLOWS FROM INVESTING ACTIVITIES:

| Net decrease in marketable securities | 997,000 | 1,931,000 |
| :---: | :---: | :---: |
| Acquisition of property, plant and equipment | $(3,810,000)$ | $(4,043,000)$ |
| Acquired business | --- | $(1,320,000)$ |
| Proceeds from sale of discontinued operation | --- | 2,771,000 |
| Other, net | $(1,834,000)$ | 562,000 |
| Net cash used in investing activities | $(4,647,000)$ | $(99,000)$ |

CASH FLOWS FROM FINANCING ACTIVITIES:

Purchase of treasury shares

| $(1,181,000)$ |  |
| :---: | :---: |
| $(408,000)$ | (129,000) |
| $(139,000)$ | $(2,500,000)$ |
| 683,000 | 9,000 |
| $(1,045,000)$ | $(2,620,000)$ |
| $(2,741,000)$ | 6,804,000 |
| 15,414,000 | 17,846,000 |
| \$12,673,000 | \$24,650,000 |

NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS

CASH AND CASH EQUIVALENTS AT BEGINNING OF PERIOD

CASH AND CASH EQUIVALENTS AT END OF PERIOD

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

```
    GRIFFON CORPORATION AND SUBSIDIARIES
    M
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. 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 month period ended December 31, 1997 are not necessarily indicative of the results that may be expected for the year ended September 30, 1998. The balance sheet at September 30, 1997 has been derived from the audited financial statements at that date. 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, 1997.
(2) Inventories -
-----------
Inventories, stated at the lower of cost (first-in, first-out or average) or market, are comprised of the following:

|  | December 31, <br> 1997 | September 30, <br> 1997 |
| :--- | :--- | :--- | :--- |
| Finished goods |  |  |

(3) Net Income Per Share -
--------------------
Statement of Financial Accounting Standards No. 128, "Earnings per Share" which became effective for the fiscal year beginning October 1, 1997, establishes new standards for computing and presenting earnings per share (EPS). The new standard requires the presentation of basic EPS and diluted EPS. Basic EPS is calculated by dividing income available to common shareholders by the weighted average number of shares of common stock outstanding during the period. Diluted EPS is calculated by dividing income available to common shareholders by the weighted average number of common shares outstanding adjusted to reflect potentially dilutive securities. Previously reported EPS amounts have been

Options to purchase 735,000 shares of Common Stock were not included in the computation of diluted net income per share for the three months ended December 31, 1997 because the effect would have been antidilutive. The following table sets forth the computation of basic and diluted net income per share:

|  | THREE MONTHS | D DECEMBER 31 |
| :---: | :---: | :---: |
|  | 1997 | 1996 |
| Numerator: |  |  |
| Net Income | \$ 8,515,000 | \$ 7,520,000 |
| Preferred Stock dividends | --- | $(98,000)$ |
| Numerator for basic net income per share -- income available to common stockholders | 8,515,000 | 7,422,000 |
| Effect of dilutive securities: Preferred Stock dividends | --- | 98,000 |
| Numerator for diluted net income per share -- income available to common stockholders after assumed conversions | \$ 8,515,000 | \$ 7,520,000 |
| Denominator: |  |  |
| Denominator for basic net income per share -- weighted average shares | 30,477,000 | 28,907,000 |
| Effect of dilutive securities: |  |  |
| Convertible Preferred Stock | --- | 1,606,000 |
| Employee stock options and other | 931,000 | 727,000 |
| Dilutive potential common shares | 931,000 | 2,333,000 |
| Denominator for diluted net income per share -- adjusted weighted average shares and assumed conversions | 31,408,000 | 31,240,000 |

```
AND RESULTS OF OPERATIONS
---------------------------
```

Results of Operations

- ---------------------

Net sales were $\$ 229.0$ million for the three-month period ended December 31, 1997, an increase of $\$ 47.3$ million or $26.0 \%$ over last year.

Net sales of the building products business were $\$ 153.6$ million, an increase of $\$ 37.4$ million or $32.2 \%$ over last year. Net sales of acquired companies accounted for $\$ 24.5$ million of the increase with higher garage door unit sales due to stronger construction and related retail markets and internal growth in the service business accounting for the remainder of the increase. Net sales of the specialty plastic films business were $\$ 39.5$ million, approximately the same as last year. Net sales of the electronic information and communication systems business were $\$ 35.9$ million, an increase of $\$ 9.4$ million or $35.4 \%$ over last year due to new programs and increased funding levels on existing programs.

Income from operations for the three-month period ended December 31, 1997 was $\$ 14.3$ million, an increase of $\$ 1.6$ million or $12.4 \%$ over last year. Operating income of the building products business increased approximately $\$ .5$ million compared to last year. The effect of the sales growth was offset in part by higher costs for hardware and packaging, increased operating expenses associated with new distribution centers and certain manufacturing inefficiencies related to production of commercial doors. Recent acquisitions have increased the number of production facilities in the building products
segment. Consequently, the company is reviewing its manufacturing structure with a view towards consolidating operations and expects to complete the review and implement related decisions in fiscal 1998. Operating income of the specialty plastic films segment increased approximately $\$ .4$ million compared to last year due to increased manufacturing efficiencies. Operating income of the electronic information and communication systems operation increased by approximately $\$ .7$ million due to the increased sales.

Liquidity and Capital Resources

- ---------------------------------

Cash flow provided by operations for the quarter was $\$ 3.0$ million and working capital was $\$ 137.4$ million at December 31, 1997.

Programs to upgrade and enhance the company's strategic business systems were previously initiated in order to replace aging technologies and provide the infrastructure to support growth in each of our business segments. In addition to other benefits that are anticipated from these upgrades and enhancements, the new systems are designed to be Year 2000 compliant. The implementation of this new technology has already begun, and is planned to be completed in stages over the next three years. During the quarter the company had capital expenditures of $\$ 2$ million in connection with such upgrades and enhancements. Future capital expenditures of approximately $\$ 15$ million are expected in connection with these
ongoing programs.
During the quarter $\$ 1.2$ million was used to acquire approximately 74,000 shares of Common Stock.

Anticipated cash flows from operations, together with existing cash and marketable securities, bank lines of credit and lease line availability, should be adequate to finance presently anticipated working capital and capital expenditure requirements and to repay long-term debt as it matures.

The statements contained in this report that are not historical facts are forward-looking statements subject to risks and uncertainties that could cause actual results to differ materially from those set forth or implied, including the effect of business and economic conditions; the impact of competitive products and pricing; capacity and supply constraints or difficulties; and other risks and uncertainties.

```
PART II - OTHER INFORMATION
```

------------------------------
Item 1 Legal Proceedings
-----------------
Atlantic Richfield Company (ARCO) v. Current Controls, et al.
Without acknowledging any responsibility, fault or liability in connection with the Site, the Company has entered into an agreement with the plaintiff to settle the action for an insignificant amount.

Item 2 Changes in Securities
-----------------------
None

Item 3 Defaults upon Senior Securities
----------------------------------
None
Item 4 Submission of Matters to a Vote of Security Holders
(a) The Registrant held its Annual Meeting of Stockholders on February 5, 1998.
(b) Not applicable
(c) (i) Four directors were elected at the Annual Meeting to serve until the Annual Meeting of Stockholders in 2001. The names of these directors and votes cast in favor of their election and shares withheld are as follows:
Name Votes For $\quad$ Votes Withheld

```
        Henry A. Alpert 26,528,938 1,146,000
        Abraham M. Buchman 26,561,863 1,113,075
        Rear Admiral
            Clarence A. Hill, Jr. 26,887,199 787,639
        William H. Waldorf 26,570,170 1,104,668
    (ii) In addition to the election of directors, the stockholders (1)
        approved a proposal to adopt a 1998 Stock Option Plan; 17,674,904
        shares were voted in favor of this proposal, 9,821,996 shares against
        and 178,138 shares abstained, and (2) approved a proposal to approve
        the company's Senior Management Incentive Compensation Plan;
        21,523,278 shares were voted in favor this proposal, 2,195,592 shares
        against and 228,738 shares abstained.
Item 5 Other Information
        -----------------
        None
Item 6 Exhibits and Reports on Form 8-K
    27.1 -- Financial Data Schedule (for electronic submission only)
    27.2 -- Financial Data Schedule (for electronic submission only)
    27.3 -- Financial Data Schedule (for electronic submission only)
```


#### Abstract

SIGNATURE ---------

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

By /s/ Patrick L. Alesia
------------------------------
Patrick L. Alesia
Vice President and Treasurer (Chief Accounting Officer)

Date: February 11, 1998
<ARTICLE> 5

<LEGEND>
The schedule contains summary financial information extracted from the condensed consolidated financial statements for the period ended December 31, 1997 and is qualified in its entirety by reference to such statements.
</LEGEND>
| <PERIOD-TYPE> | 3-MOS |
| :---: | :---: |
| <FISCAL-YEAR-END> | SEP-30-1998 |
| <PERIOD-END> | DEC-31-1997 |
| <CASH> | 12,673,000 |
| <SECURITIES> | 382,000 |
| <RECEIVABLES> | 149,964,000 |
| <ALLOWANCES> | 7,068,000 |
| <INVENTORY> | 83,072,000 |
| <CURRENT-ASSETS> | 255,216,000 |
| <PP\&E> | 133,498,000 |
| <DEPRECIATION> | 56,536,000 |
| <TOTAL-ASSETS> | 378,615,000 |
| <CURRENT-LIABILITIES> | 117,771,000 |
| <BONDS> | 48,747,000 |
| <PREFERRED-MANDATORY> | 0 |
| <PREFERRED> | 0 |
| <COMMON> | 7,838,000 |
| <OTHER-SE> | 203,187,000 |
| <TOTAL-LIABILITY-AND-EQUITY> | 378,615,000 |
| <SALES> | 229,031,000 |
| <TOTAL-REVENUES> | 229,031,000 |
| <CGS> | 171,108,000 |
| <TOTAL-COSTS> | 171,108,000 |
| <OTHER-EXPENSES> | 0 |
| <LOSS-PROVISION> | 403,000 |
| <INTEREST-EXPENSE> | 965,000 |
| <INCOME-PRETAX> | 13,516,000 |
| <INCOME-TAX> | 5,001,000 |
| <INCOME-CONTINUING> | 8,515,000 |
| <DISCONTINUED> | 0 |
| <EXTRAORDINARY> | 0 |
| <CHANGES> | 0 |
| <NET-INCOME> | 8,515,000 |
| <EPS-PRIMARY> | . 28 |
| <EPS-DILUTED> | . 27 |

<ARTICLE> 5

<LEGEND>
This schedule contains summary financial information extracted from the
consolidated financial statements for the periods indicated and is qualified in its entirety by reference to such financial statements.
</LEGEND>
<RESTATED>

| <PERIOD-TYPE> | YEAR |  | 9-MOS |  | 6-MOS |  | 3-MOS |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| <FISCAL-YEAR-END> |  | SEP-30-1997 |  | SEP-30-1997 |  | SEP-30-1997 |  | SEP-30-1997 |
| <PERIOD-END> |  | SEP-30-1997 |  | JUN-30-1997 |  | MAR-31-1997 |  | DEC-31-1996 |
| <CASH> |  | 15,414,000 |  | 10,060,000 |  | 18,820,000 |  | 24,650,000 |
| <SECURITIES> |  | 1,379,000 |  | 1,379,000 |  | 1,379,000 |  | 2,367,000 |
| <RECEIVABLES> |  | 152,142,000 |  | 121,647,000 |  | 109,819,000 |  | 119,260,000 |
| <ALLOWANCES> |  | 6,627,000 |  | 5,643,000 |  | 5,382,000 |  | 4,977,000 |
| <INVENTORY> |  | 88,123,000 |  | 73,561,000 |  | 71,235,000 |  | 69,597,000 |
| <CURRENT-ASSETS> |  | 264,107,000 |  | 213,390,000 |  | 211,803,000 |  | 226,337,000 |
| <PP\&E> |  | 130,753,000 |  | 121,204,000 |  | 113,215,000 |  | 104,782,000 |
| <DEPRECIATION> |  | 53, 673,000 |  | 52,417,000 |  | 49,938,000 |  | 47,472,000 |
| <TOTAL-ASSETS> |  | 384,759,000 |  | 312,499,000 |  | 304,183,000 |  | 313,878,000 |
| <CURRENT-LIABILITIES> |  | 129,100,000 |  | 97,062,000 |  | 87,793,000 |  | 97,671,000 |
| <BONDS> |  | 52,863,000 |  | 25,902,000 |  | 34,985,000 |  | 37,419,000 |
| <PREFERRED-MANDATORY> |  | 0 |  | , |  | 0 |  | 0 |
| <PREFERRED> |  | 0 |  | 0 |  | 0 |  | 393,000 |
| <COMMON> |  | 7,820,000 |  | 7,732,000 |  | 7,723,000 |  | 7,326,000 |
| <OTHER-SE> |  | 193,985,000 |  | 180,724,000 |  | 172,457,000 |  | 169,799,000 |
| <TOTAL-LIABILITY-AND-EQUITY> |  | 384,759,000 |  | 312,499,000 |  | 304,183,000 |  | 313,878,000 |
| <SALES> |  | 770,227,000 |  | 535,671,000 |  | 342,551,000 |  | 181,744,000 |
| <TOTAL-REVENUES> |  | 770,227,000 |  | 535,671,000 |  | 342,551,000 |  | 181,744,000 |
| <CGS> |  | 571,132,000 |  | 398,591,000 |  | 256,281,000 |  | 135,761,000 |
| <TOTAL-COSTS> |  | 571,132,000 |  | 398,591,000 |  | 256,281,000 |  | 135,761,000 |
| <OTHER-EXPENSES> |  | 0 |  | 0 |  | 0 |  | 0 |
| <LOSS-PROVISION> |  | 1,312,000 |  | 1,124,000 |  | 793,000 |  | 522,000 |
| <INTEREST-EXPENSE> |  | 3,475,000 |  | 2,061,000 |  | 1,479,000 |  | 775,000 |
| <INCOME-PRETAX> |  | 53,033,000 |  | 33,384,000 |  | 19,285,000 |  | 12,328,000 |
| <INCOME-TAX> |  | 19,869,000 |  | 12,599,000 |  | 7,382,000 |  | 4,808,000 |
| <INCOME-CONTINUING> |  | 33,164,000 |  | 20,785,000 |  | 11,903,000 |  | 7,520,000 |
| <DISCONTINUED> |  | 0 |  | 0 |  | 0 |  | 0 |
| <EXTRAORDINARY> |  | 0 |  | 0 |  | 0 |  | 0 |
| <CHANGES> |  | 0 |  | 0 |  | 0 |  | 0 |
| <NET-INCOME> |  | 33,164,000 |  | 20,785,000 |  | 11,903,000 |  | 7,520,000 |
| <EPS-PRIMARY> <F1> |  | 1.12 |  | . 70 |  | . 41 |  | . 26 |
| <EPS-DILUTED> <F1> |  | 1.06 |  | . 67 |  | . 38 |  | . 24 |

<EPS-DILUTED> <F1>
$24,650,000$
2,367,000 ,260,000 4,977,000 $69,597,000$
$226,337,000$

104,782,000 47,472,000 97,671,000
37,419,000
393,000
7,326,000 169,799,000 $313,878,000$

181,744,000
135,761,000
135,761,000
522,000
775,000
2,328,000
$4,808,000$
$7,520,000$
0
7,520,000
.24
<FN>
$<$ F1>EPS data have been restated in accordance with Statement of Financial
Accounting Standards No. 128, "Earnings per Share"
</FN>
<ARTICLE> 5

<LEGEND>
This schedule contains summary financial information extracted from the
consolidated financial statements for the periods indicated and is qualified in its entirety by reference to such financial statements.
</LEGEND>
<RESTATED>

| <PERIOD-TYPE> Y | YEAR | 9-MOS | 6-mos | 3-Mos | YEAR |
| :---: | :---: | :---: | :---: | :---: | :---: |
| <FISCAL-YEAR-END> | SEP-30-1996 | SEP-30-1996 | SEP-30-1996 | SEP-30-1996 | SEP-30-1995 |
| <PERIOD-END> | SEP-30-1996 | JUN-30-1996 | MAR-31-1996 | DEC-31-1995 | SEP-30-1995 |
| <CASH> | 17,846,000 | 15,243,000 | 15,377,000 | 26,163,000 | 9,656,000 |
| <SECURITIES> | 4,297,000 | 3,307,000 | 3,311,000 | 5,294,000 | 12,197,000 |
| <RECEIVABLES> | 125,302,000 | 120,157,000 | 110,861,000 | 111,215,000 | 106,678,000 |
| <ALLOWANCES> | 4,519,000 | 5,182,000 | 5,109,000 | 5,790,000 | 3,727,000 |
| <INVENTORY> | 69,886,000 | 85,676,000 | 90,387,000 | 88,994,000 | 78,823,000 |
| <CURRENT-ASSETS> | 229,015,000 | 225,882,000 | 222,745,000 | 234,778,000 | 212,046,000 |
| <PP\&E> | 100,716,000 | 114,752,000 | 111,426,000 | 108,462,000 | 96,734,000 |
| <DEPRECIATION> | 45,010,000 | 55,168,000 | 52,783,000 | 50,485,000 | 48,333,000 |
| <TOTAL-ASSETS> | 311,169,000 | 311,811,000 | 307,362,000 | 318,725,000 | 285,616,000 |
| <CURRENT-LIABILITIES> | 105,751,000 | 103,987,000 | 101,603,000 | 108,591,000 | 97,806,000 |
| <BONDS> | 32,458,000 | 39,872,000 | 45,475,000 | 33,225,000 | 16,074,000 |
| <PREFERRED-MANDATORY> | 0 | 0 | 0 | 0 | 0 |
| <PREFERRED> | 405,000 | 416,000 | 416,000 | 417,000 | 417,000 |
| <COMMON> | 7,313,000 | 7,305,000 | 7,302,000 | 7,774,000 | 7,770,000 |
| <OTHER-SE> | 165,242,000 | 160,231,000 | 152,566,000 | 168,718,000 | 163,549,000 |
| <TOTAL-LIABILITY-AND-EQUITY> | - 311,169,000 | 311,811,000 | 307,362,000 | 318,725,000 | 285,616,000 |
| <SALES> | 655,063,000 | 461,329,000 | 292,472,000 | 153,363,000 | 506,116,000 |
| <TOTAL-REVENUES> | 655,063,000 | 461,329,000 | 292,472,000 | 153,363,000 | 506,116,000 |
| <CGS> | 489,460,000 | 345,217,000 | 220,289,000 | 114,959,000 | 368,794,000 |
| <TOTAL-COSTS> | 489,460,000 | 345,217,000 | 220,289,000 | 114,959,000 | 368,794,000 |
| <OTHER-EXPENSES> | - 0 | - 0 | 0 | 0 | 0 |
| <LOSS-PROVISION> | 1,166,000 | 866,000 | 547,000 | 239,000 | 858,000 |
| <INTEREST-EXPENSE> | 3,409,000 | 2,524,000 | 1,523,000 | 766,000 | 2,162,000 |
| <INCOME-PRETAX> | 45,957,000 | 28,539,000 | 15,754,000 | 9,548,000 | 38,046,000 |
| <INCOME-TAX> | 17,890,000 | 11,053,000 | 6,128,000 | 3,716,000 | 14,801,000 |
| <INCOME-CONTINUING> | 28,067,000 | 17,486,000 | 9,626,000 | 5,832,000 | 23,245,000 |
| <DISCONTINUED> | $(5,244,000)$ | 246,000 | 103,000 | 31,000 | 562,000 |
| <EXTRAORDINARY> | ) | 0 | 0 | 0 | 0 |
| <CHANGES> | 0 | 0 | 0 | 0 | 0 |
| <NET-INCOME> | 22,823,000 | 17,732,000 | 9,729,000 | 5,863,000 | 23,807,000 |
| <EPS-PRIMARY> <F1> | . 75 | . 58 | . 31 | . 19 | . 75 |
| <EPS-DILUTED> <F1> | . 72 | . 55 | . 30 | . 18 | 71 |

