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, 1995
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.

$$
\underset{-----}{\text { X Yes }}
$$

Indicate the number of shares outstanding of each of the issuer's classes of common stock, as of the latest practicable date. $30,778,647$ shares of Common Stock as of January 31, 1996.

FORM 10-Q

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Signature

GRIFFON CORPORATION AND SUBSIDIARIES
CONDENSED CONSOLIDATED BALANCE SHEETS

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

ASSETS
CURRENT ASSETS:

| Cash and cash equivalents | \$ 26,163,000 | \$ 9,656,000 |
| :---: | :---: | :---: |
| Marketable securities | 5,294,000 | 12,197,000 |
| Accounts receivable, less allowance for doubtful accounts | 73,286,000 | 71,461,000 |
| Contract costs and recognized income not yet billed | 32,139,000 | 31,490,000 |
| Inventories (Note 2) | 88,994,000 | 78,823,000 |
| Prepaid expenses and other current assets | 8,902,000 | 8,419,000 |
| Total current assets | 234,778,000 | 212,046,000 |

PROPERTY, PLANT AND EQUIPMENT
at cost, less accumulated depreciation and amortization of $\$ 50,485,000$ at
December 31, 1995 and $\$ 48,333,000$ at September 30, 1995

| $57,977,000$ | $48,401,000$ |
| ---: | ---: |
| $25,970,000$ | $25,169,000$ |
| ---------- | $\$ 285,616,000$ |
| $\$ 318,725,000$ | $\$ 2$ <br> $=============$ |

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

GRIFFON CORPORATION AND SUBSIDIARIES
CONDENSED CONSOLIDATED BALANCE SHEETS

| December 31, | September 30, |
| :---: | :---: |
| 1995 | 1995 |
| ------------------------ | (Note 1) |



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

|  | THREE MONTHS ENDED DECEMBER 31, |  |
| :---: | :---: | :---: |
|  | 1995 | 1994 |
| Net sales | \$163,477,000 | \$133,562,000 |
| Cost of sales | 123,627,000 | 95,216,000 |
| Gross profit | 39,850,000 | $38,346,000$ |
| Selling, general and administrative expenses | 29,833,000 | 25,611,000 |
| Income from operations | 10,017,000 | 12,735,000 |
| Other income (expense): <br> Interest expense <br> Interest income <br> Other, net | $\begin{gathered} (772,000) \\ 369,000 \\ (3,000) \end{gathered}$ | $\begin{gathered} (515,000) \\ 619,000 \\ 31,000 \end{gathered}$ |
|  | $(406,000)$ | 135,000 |
| Income before income taxes | 9,611,000 | 12,870,000 |
| Provision for income taxes: Federal <br> State and other | $\begin{array}{r} 3,134,000 \\ 614,000 \end{array}$ | $\begin{array}{r} 4,250,000 \\ 898,000 \end{array}$ |
|  | 3,748,000 | 5,148,000 |
| Net income | \$ 5,863,000 | \$ 7,722,000 |


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

GRIFFON CORPORATION AND SUBSIDIARIES

## CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS

 (Unaudited)

CASH FLOWS FROM OPERATING ACTIVITIES:

| Net | \$ 5,863,000 | 7,722,000 |
| :---: | :---: | :---: |
| Adjustments to reconcile net income to net cash |  |  |
| provided by operating activities: |  |  |
| Depreciation and amortization | 2,460,000 | 2,068,000 |
| Provision for losses on accounts receivable | 272,000 | 302,000 |
| Change in assets and liabilities: |  |  |
| Decrease in accounts receivable and contract costs and recognized income not yet billed | 8,814,000 | 6,741,000 |
| Increase in inventories | $(488,000)$ | $(3,134,000)$ |
| (Increase) decrease in prepaid expenses and other assets | 504,000 | $(779,000)$ |
| Increase (decrease) in accounts payable and accrued liabilities | 591,000 | $(15,425,000)$ |
| Other changes, net | 50,000 | 684,000 |
| Total adjustments | 12,203,000 | $(9,543,000)$ |
| Net cash provided by (used in) operating activities | 18,066,000 | $(1,821,000)$ |
| CASH FLOWS FROM INVESTING ACTIVITIES: |  |  |
| Net decrease in marketable securities | 6,903,000 | 25,585,000 |
| Acquisition of property, plant and equipment | $(1,294,000)$ | $(1,498,000)$ |
| Acquired businesses | $(21,884,000)$ | $(7,758,000)$ |
| Increase in equipment lease deposits and other | $(315,000)$ | $(17,000)$ |
| Net cash provided by (used in) investing activities | $(16,590,000)$ | 16,312,000 |

GRIFFON CORPORATION AND SUBSIDIARIES

## CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS (CONTINUED) (Unaudited)



CASH FLOWS FROM FINANCING ACTIVITIES:

| Purchase of common shares | (862,000) | $(28,166,000)$ |
| :---: | :---: | :---: |
| Proceeds from issuance of long-term debt | 17,000,000 | --- |
| Payment of long-term debt | $(135,000)$ | $(9,127,000)$ |
| Increase (decrease) in short-term borrowings | (1,000,000) | 9,000,000 |
| Other, net | 28,000 | 4,000 |
| Net cash provided by (used in) financing activities | 15,031,000 | $(28,289,000)$ |
| NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS | 16,507,000 | $(13,798,000)$ |
| CASH AND CASH EQUIVALENTS AT BEGINNING OF PERIOD | 9,656,000 | 28,659,000 |
| CASH AND CASH EQUIVALENTS AT END OF PERIOD | \$26,163,000 | \$14,861,000 |

<FN>
</FN>
> 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-month period ended December 31, 1995 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:

|  | $\begin{gathered} \text { December } 31, \\ 1995 \end{gathered}$ | $\begin{gathered} \text { September } 30, \\ 1995 \end{gathered}$ |
| :---: | :---: | :---: |
| Finished goods | \$25,608,000 | \$22,824,000 |
| Work in process | 30,796,000 | $31,048,000$ |
| Raw materials and supplies . | 32,590,000 | 24,951,000 |
|  | \$88,994,000 | \$78,823,000 |

(3) Net Income Per Share and Stock Repurchase Program -

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 33,097,000 and 35,294,000 for the three months ended December 31, 1995 and 1994, respectively. On February 6, 1996, the Company announced a self-tender offer for up to 2,000,000 shares of its common stock. See Management's Discussion and Analysis of Financial Condition and Results of Operations.
(4) Acquisitions -

During the 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 $\$ 60$ million. These acquisitions were primarily funded by borrowings under the Company's revolving credit loan agreement with two banks. The acquisitions have been accounted for as purchases.

MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION
AND RESULTS OF OPERATIONS

Results of Operations

Net sales were $\$ 163.5$ million for the three-month period ended

December 31, 1995, an increase of $\$ 29.9$ million or $22.4 \%$ over last year.

Net sales of the building products business were $\$ 98.4$ million, an increase of $\$ 18.5$ million or $23.2 \%$ over last year primarily due to acquired businesses. Net sales of the specialty plastic films business were $\$ 31.7$ million, an increase of $\$ 5.1$ million or $19.3 \%$ 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. Net sales of the electronic information and communication systems business were $\$ 23.3$ million, an increase of $\$ 5.8$ million or $33.0 \%$ compared to last year principally due to new program awards.

Income from operations for the three-month period ended December 31, 1995 was $\$ 10.0$ million compared to $\$ 12.7$ million last year. Operating income of the building products business decreased $\$ 2.3$ million compared to last year. Lower garage door unit sales due to weakness in the construction and related retail markets, severe weather conditions in December 1995, additional costs to phaseout 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 decreased by $\$ .6$ million compared to last year primarily due to the phase-out of the thin laminate program and start-up costs relating to the segment's new laminate products for its major customer, offset by the effect of the sales increase and lower raw material costs for polyethylene resin. It is anticipated that new laminate products will positively impact operating results of this division in subsequent periods. Operating income of the electronic information and communication systems business increased by $\$ .5$ million principally due to the sales increase offset by increased bid and proposal expenditures.

## Liquidity and Capital Resources

Cash flow provided by operations for the quarter was $\$ 18.1$ million and working capital was $\$ 126.2$ million at December 31, 1995.

During the 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 $\$ 60$ million. These acquisitions were primarily funded by borrowings under the Company's revolving credit loan agreement with two banks. The Company also expended \$.9 million to purchase its Common Stock in connection with the Company's stock repurchase program.

On February 6, 1996, the Board of Directors authorized a self-tender offer for up to an additional 2,000,000 shares of the Company's Common Stock at prices between $\$ 9.50$ and $\$ 10.25$. The Company will determine the per share price within that range that will allow it to purchase $2,000,000$ shares or such lesser number as may be tendered. The offer expires in March 1996 and increases the stock buyback program to a total of $9,000,000$ shares of the Company's Common and Preferred Stock, under which approximately 5,500,000 shares of Common Stock have been purchased. The self-tender will be 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. |
| Item 2 | Changes in Securities |
|  | None |
| Item 3 | Defaults upon Senior Securities |
|  | None |
| Item 4 | Submission of Matters to a Vote of Security Holders |



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<ARTICLE> 5
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THE SCHEDULE CONTAINS SUMMARY FINANCIAL INFORMATION EXTRACTED FROM THE
CONDENSED CONSOLIDATED FINANCIAL STATEMENTS FOR THE QUARTER ENDED
DECEMBER 31, 1995 AND IS QUALIFIED IN ITS ENTIRETY BY REFERENCE TO SUCH
STATEMENTS.
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