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

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For the quarterly period ended June 30, 1995
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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)

100 JERICHO QUADRANGLE, JERICHO, NEW YORK
11753
(Address of principal executive offices)
(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.

$$
\begin{gathered}
\text { X Yes } \\
---------
\end{gathered}
$$

Indicate the number of shares outstanding of each of the issuer's classes of common stock, as of the latest practicable date. $30,908,378$ shares of common Stock as of July 21, 1995.

FORM 10-Q

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Signature

GRIFFON CORPORATION AND SUBSIDIARIES
CONDENSED CONSOLIDATED BALANCE SHEETS

| June 30, | September 30, |
| :---: | :---: |
| 1995 | 1994 |
| $----------------------1)$ |  |
| (Unaudited) | (Note 1) |

ASSETS

CURRENT ASSETS:

| Cash and cash equivalents | \$ 15,097,000 | \$ 28,659,000 |
| :---: | :---: | :---: |
| Marketable securities | 3,288,000 | 29,727,000 |
| Accounts receivable, less allowance for doubtful accounts | 64,621,000 | 59,191,000 |
| Contract costs and recognized income not yet billed | $27,505,000$ | 29,194,000 |
| Inventories (Note 2) | 80,358, 000 | 68,918,000 |
| Prepaid expenses and other current assets | 8,330,000 | 6,987,000 |
| Total current assets | 199,199,000 | 222,676,000 |
| PROPERTY, PLANT AND EQUIPMENT <br> at cost, less accumulated depreciation and amortization of $\$ 50,035,000$ at June 30, 1995 and $\$ 44,843,000$ at |  |  |
| September 30, 1994 | 49,847,000 | 49,890,000 |
| OTHER ASSETS | 24,002,000 | 20,649,000 |
|  | \$273,048,000 | \$293,215,000 |

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

GRIFFON CORPORATION AND SUBSIDIARIES

CONDENSED CONSOLIDATED BALANCE SHEETS

| June 30, | September 30, |
| :---: | :---: |
| 1995 | 1994 |
| $---------------------1)$ |  |
| (Unaudited) | (Note 1) |


| Accounts and notes payable | \$ 47, 418,000 | \$ 33,704,000 |
| :---: | :---: | :---: |
| Other current liabilities | 45,924,000 | 67,924,000 |
| Total current liabilities | 93,342,000 | 101,628,000 |
| LONG-TERM DEBT (Note 5) | 15,966,000 | 15,538,000 |

SHAREHOLDERS' EQUITY (Note 6):
Preferred stock, par value \$. 25 per share,
authorized 3,000,000 shares --
Second Preferred Stock, Series I,
authorized $1,950,000$ shares, issued
1,669,862 shares at June 30, 1995
and $1,677,129$ shares at September 30 ,
1994 (liquidation value $\$ 16,699,000$
and $\$ 16,771,000$, respectively)
417,000
419,000
Common Stock, par value $\$ .25$ per share,
authorized $85,000,000$ shares, issued
31,061,174 shares at June 30, 1995
and $33,887,739$ shares at September 30 ,
1994, and 162,794 shares and 34,500
shares in treasury at June 30, 1995
and September 30, 1994, respectively 7,765,000 8,472,000
Other shareholders' equity

| 155,558,000 | 167,158,000 |
| :---: | :---: |
| 163,740,000 | 176,049,000 |
| \$273,048,000 | \$293,215,000 |

<FN>
                See notes to condensed consolidated financial statements.
</FN>
GRIFFON CORPORATION AND SUBSIDIARIES
CONDENSED CONSOLIDATED STATEMENTS OF INCOME
(Unaudited)


THREE MONTHS ENDED JUNE 30,

|  | 3,001,000 |  | 5,122,000 |  |
| :---: | :---: | :---: | :---: | :---: |
| Net income | \$ | 000 | \$ | 000 |
| Net income per share of common stock (Note 3) | \$ | . 15 | \$ | . 20 |
| <EN> |  |  |  |  |
| </FN> See notes to condensed consolidated financial statements. |  |  |  |  |

## GRIFFON CORPORATION AND SUBSIDIARIES

CONDENSED CONSOLIDATED STATEMENTS OF INCOME (Unaudited)

NINE MONTHS ENDED JUNE 30,


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

NINE MONTHS ENDED JUNE 30,

$$
1995 \quad 1994
$$

CASH FLOWS FROM OPERATING ACTIVITIES:

Net income
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: (Increase) decrease in accounts receivable and

$$
\begin{array}{ll}
\$ 16,025,000 & \$ 19,102,000 \\
\end{array}
$$

$$
\begin{array}{rr}
6,310,000 & 7,241,000 \\
822,000 & 588,000
\end{array}
$$

| billed | $(1,066,000)$ | 8,104,000 |
| :---: | :---: | :---: |
| Increase in inventories | $(7,966,000)$ | $(5,036,000)$ |
| Increase in prepaid expenses and other assets | $(892,000)$ | (51,000) |
| Decrease in accounts payable and accrued liabilities | $(11,061,000)$ | $(8,064,000)$ |
| Other changes, net | 260,000 | $(33,000)$ |
| Total adjustments | $(13,593,000)$ | 2,749,000 |
| Net cash provided by operating activities | 2,432,000 | 21,851,000 |
| SH FLOWS FROM INVESTING ACTIVITIES: |  |  |
| Net (increase) decrease in marketable securities | 26,439,000 | $(10,001,000)$ |
| Acquisition of property, plant and equipment | $(5,864,000)$ | $(7,369,000)$ |
| Proceeds from sale of stock of affiliate | --- | 11,615,000 |
| Acquired businesses | $(7,758,000)$ | $(1,877,000)$ |
| Decrease in equipment lease deposits and other | 279,000 | 1,202,000 |
| Net cash provided by (used in) investing activities | 13,096,000 | $(6,430,000)$ |

GRIFFON CORPORATION AND SUBSIDIARIES

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

NINE MONTHS ENDED JUNE 30,

| 1995 | 1994 |
| :---: | :---: |

CASH FLOWS FROM FINANCING ACTIVITIES:
Purchase of common shares
Proceeds from issuance of long-term debt
Payment of long-term debt
Increase in short-term borrowings
Other, net

Net cash used in financing activities
NET DECREASE IN CASH AND CASH EQUIVALENTS
CASH AND CASH EQUIVALENTS AT BEGINNING OF PERIOD

CASH AND CASH EQUIVALENTS AT END OF PERIOD

| $(28,233,000)$ | $(13,361,000)$ |
| :---: | :---: |
| 500,000 | 5,100,000 |
| $(9,396,000)$ | $(8,304,000)$ |
| 8,500,000 |  |
| $(461,000)$ | $(129,000)$ |
| $(29,090,000)$ | $(16,694,000)$ |
| $(13,562,000)$ | $(1,273,000)$ |
| 28,659,000 | 26,466,000 |
| \$15,097,000 | \$25,193,000 |

<FN>
</FN> See notes to condensed consolidated financial statements.
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, 1994 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 and nine-month periods ended June 30, 1995 are not necessarily indicative of the results that may be expected for the year ended September 30, 1995. 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, 1994. The Company adopted Statement of Financial Accounting Standards No. 115, "Accounting for

Certain Investments in Debt and Equity Securities," for the year beginning October 1, 1994. Adoption of this standard did not have a material effect on the Company's financial position or results of operations.

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    At the February 8, 1995 Annual Meeting of Stockholders, the stockholders
approved changing the Company's name from "Instrument Systems Corporation" to
"Griffon Corporation." The name change became effective in March 1995.
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(2) Inventories -

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

|  | June 30, <br> 1995 | September 30, <br> 1994 |
| :--- | :--- | :--- |
| 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 33,057,000 and 36,814,000 for the three months ended June 30, 1995 and 1994 and 33,821,000 and $37,408,000$ for the nine months ended June 30,1995 and 1994, respectively.
(4) Notes Payable -

In December 1994, outstanding borrowings under a long-term debt agreement were refinanced under a short-term line of credit. Interest on this obligation is at approximately the prime rate.
(5) Long-Term Debt -

During the quarter ended June 30, 1995, the Company entered into an eightyear loan agreement with two banks. The agreement provides for up to $\$ 60$ million of revolving credit for three years after which outstanding borrowings may be converted into a five-year term loan. Borrowings bear interest at rates based upon the London Interbank Offered Rate or at the prime rate.
(6) Self-Tender Offer -

In December 1994, the Company completed a self-tender offer for 3,002,840 shares of the Company's Common Stock, which were then retired, at a price of $\$ 8.75$ per share. During the nine months ended June 30, 1995, approximately $\$ 28,200,000$ was used to acquire $3,128,050$ shares of Common Stock.
(7) Acquisitions -

During the quarter ended December 31, 1994, the Company acquired two companies for the building products business for an aggregate price of $\$ 7,758,000$. 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 June 30, 1995

Net sales -

Net sales were $\$ 135.2$ million for the three-month period ended June 30 , 1995, an increase of $\$ 10.0$ million or $7.9 \%$ over last year's comparable quarter.

Net sales of the building products business were $\$ 75.0$ million, an increase of $\$ 11.6$ million or $18.3 \%$ over last year. Acquired businesses accounted for $\$ 9.7$ million of the higher sales.

Net sales of the specialty plastic films business were $\$ 27.0$ million compared to $\$ 29.0$ million last year. As previously reported, a major customer of the specialty plastic films business has made a design change which substantially phased out the specialty plastic's thin laminate program during the first half of 1995. During the quarter, decreased sales of thin laminate ( $\$ 6.3$ million) were partially offset by the effect of higher selling prices ( $\$ 2.3$ million) and increased sales of other film products ( $\$ 2.0$ million).

Net sales of the electronic information and communication systems business were $\$ 23.1$ million compared to $\$ 23.4$ million last year.

Operating income -
Income from operations for the three-month period ended June 30, 1995 was $\$ 8.2$ million compared to $\$ 12.5$ million in last year's comparable quarter.

Operating income of the building products business was approximately the same as last year. Increases from acquired businesses' operating income and higher selling prices were offset by increased raw material and other manufacturing costs.

Operating income of the specialty plastic films business decreased by approximately $\$ 5$ million compared to last year primarily due to the phase-out of the thin laminate program, delays in receipt of anticipated orders related to ongoing development projects and substantial cost increases for polyethylene resin used in its business. The Company has generally been able to pass on such increases to its customers in the past. However, the specialty plastic film industry has experienced a period of soft demand and excess production capacity. As a result, although the Company has implemented selling price increases, due to the magnitude of the cost increases and the economic conditions, such selling price adjustments have not fully compensated for the cost increases. Although raw material costs recently decreased, it is not known at this time if there will be further decreases or the extent that such decreases will be retained by the business.

Operating income of the electronic information and communication systems business was approximately the same as last year.

Nine months ended June 30, 1995
Net sales -
Net sales were $\$ 388.9$ million in the nine-month period ended June 30, 1995, an increase of $\$ 41.7$ million or $12.0 \%$ over last year's comparable period.

Net sales of the building products business were $\$ 213.5$ million, an increase of $\$ 46.4$ million or $27.7 \%$ over last year. Acquired companies accounted for $\$ 26.5$ million of the increase, with the remainder of the increase principally attributable to increased unit sales of garage doors (\$14.4 million) and price increases.

Net sales of the specialty plastic films business were $\$ 81.2$ million compared to $\$ 85.6$ million last year, due primarily to the phase-out of the thin laminate program partially offset by the effect of higher selling prices ( $\$ 6.3$ million) and increased unit sales of health care and other film products (\$5.8 million).

Net sales of the electronic information and communication systems business were $\$ 63.9$ million compared to $\$ 66.3$ million last year, principally due to decreased revenues on certain military programs that are nearing completion.

Operating income -
Income from operations for the nine-month period ended June 30, 1995 was $\$ 26.5$ million compared to $\$ 32.3$ million last year.

Operating income of the building products business increased approximately $\$ 3.8$ million over last year's comparable period primarily due to the increased sales.

Operating income of the specialty plastic films business decreased approximately $\$ 10$ million for the reasons discussed above.

Operating income of the electronic information and communication systems business decreased approximately $\$ 1.0$ million due to the lower sales.

LIQUIDITY AND CAPITAL RESOURCES
Cash flow provided by operations was $\$ 2.4$ million after reflecting a reduction of current liabilities of approximately $\$ 8.3$ million.

In December 1994, the Company completed a self-tender offer for 3,002,840 shares of its Common Stock at a price of $\$ 8.75$ per share. During the nine months, a total of $\$ 28.2$ million was used to acquire $3,128,050$ shares of common Stock. These purchases were funded by existing cash and marketable securities, which decreased due to the stock purchases and $\$ 7.8$ million used for two acquisitions for the building products business.

In June 1995, the Company entered into a $\$ 60$ million eight-year loan agreement with two banks that provides revolving credit for three years after which outstanding borrowings may be converted into a five-year term loan. Borrowings bear interest at rates based upon the London Interbank Offered Rate or at the prime rate and may be used for general corporate purposes, including business acquisitions.

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 |
|  | None |
| Item 5 | Other Information |
|  | None |
| Item 6 | Exhibits and Reports on Form 8-K |
|  | 27 -- Financial Data Schedule (for electronic submission only) |

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.

By Robert Balemian

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Robert Balemian
President
(Principal Financial Officer)

Date: July 26, 1995

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<ARTICLE> 5
<LEGEND>
THE SCHEDULE CONTAINS SUMMARY FINANCIAL INFORMATION EXTRACTED FROM THE
CONDENSED CONSOLIDATED FINANCIAL STATEMENTS FOR THE PERIOD ENDED JUNE 30,
1995 AND IS QUALIFIED IN ITS ENTIRETY BY REFERENCE TO SUCH FINANCIAL
STATEMENTS.
</LEGEND>
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\hline <EISCAL-YEAR-END> & SEP-30-1995 \\
\hline <PERIOD-END> & JUN-30-1995 \\
\hline <CASH> & 15,097,000 \\
\hline <SECURITIES> & 3,288,000 \\
\hline <RECEIVABLES> & 96,371,000 \\
\hline <ALLOWANCES> & 4,245,000 \\
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