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

FORM 10-Q
( X ) QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15 (d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the quarterly period ended December 31, 1998
OR
( ) TRANSITION REPORT PURSUANT TO SECTION 13 OR $15(\mathrm{~d})$ OF THE SECURITIES EXCHANGE ACT OF 1934


Commission File Number: 1-6620

DELAWARE

- ---------------------------------
(State or other jurisdiction of
incorporation or organization)
100 JERICHO QUADRANGLE, JERICHO, NEW YORK
- -------------------------------------------
11753
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(Zip Code)

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

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    Identification No.)
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(516) $93 \quad 8-5544$
--------------------------------------------------------
(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.

> FORM $10-\mathrm{Q}$
> -------
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Signature
. }1
GRIFFON CORPORATION AND SUBSIDIARIES
CONDENSED CONSOLIDATED BALANCE SHEETS
---------------------------------------
\begin{tabular}{|c|c|}
\hline \[
\begin{gathered}
\text { December } 31, \\
1998
\end{gathered}
\] & \[
\begin{gathered}
\text { September } 30, \\
1998
\end{gathered}
\] \\
\hline (Unaudited) & (Note 1) \\
\hline
\end{tabular}
ASSETS
```


## 

```
CURRENT ASSETS:
\begin{tabular}{lrr} 
Cash and cash equivalents & \(\$ 16,191,000\) & \(\$ 19,326,000\) \\
\begin{tabular}{l} 
Accounts receivable, less allowance \\
for doubtful accounts
\end{tabular} & \(117,980,000\) & \(114,784,000\) \\
\begin{tabular}{l} 
Contract costs and recognized \\
income not yet billed
\end{tabular} & \(51,314,000\) & \(47,324,000\) \\
Inventories (Note 2) & \(104,116,000\) & \(104,517,000\) \\
Prepaid expenses and other current \\
assets & \(21,404,000\) & \(20,675,000\) \\
Total current assets & \begin{tabular}{rl}
\(-----11,005,000\)
\end{tabular} & \(306,626,000\)
\end{tabular}
PROPERTY, PLANT AND EQUIPMENT
at cost, less accumulated depreciation
and amortization of \(\$ 67,019,000\) at
December 31, 1998 and \(\$ 62,729,000\) at
September 30, 1998
OTHER ASSETS
\begin{tabular}{|c|c|}
\hline 134,814,000 & 132,214,000 \\
\hline 51,253,000 & 49,098,000 \\
\hline \$497,072,000 & \$487,938,000 \\
\hline
\end{tabular}
<FN>
See notes to condensed consolidated financial statements.
</FN>
```

```
\[
\begin{aligned}
& \text { GRIFFON CORPORATION AND SUBSIDIARIES } \\
& \text { CONDENSED CONSOLIDATED BALANCE SHEETS } \\
& \text {------------------------------------------- }
\end{aligned}
\]
```


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

$$
\begin{gathered}
\text { GRIFFON CORPORATION AND SUBSIDIARIES } \\
\text {---------------------------------------- } \\
\text { CONDENSED CONSOLIDATED STATEMENTS OF INCOME }
\end{gathered}
$$

(Unaudited)

| Net sales | \$258,557,000 | \$229,031,000 |
| :---: | :---: | :---: |
| Cost of sales | 196,431,000 | 171,108,000 |
| Gross profit | 62,126,000 | 57,923,000 |
| Selling, general and administrative expenses | 49,334,000 | 43,618,000 |
| Income from operations | 12,792,000 | 14,305,000 |
| Other income (expense): |  |  |
| Interest expense | $(1,498,000)$ | $(965,000)$ |
| Interest income | 61,000 | 207,000 |
| Other, net | $(3,000)$ | $(31,000)$ |
|  | $(1,440,000)$ | $(789,000)$ |
| Income before income taxes | 11,352,000 | 13,516,000 |
| Provision for income taxes: |  |  |
| Federal | 3,374,000 | 3,935,000 |
| State and other | 826,000 | 1,066,000 |
|  | 4,200,000 | 5,001,000 |
| Net income | \$ 7,152,000 | \$ 8,515,000 |
| Earnings per share of common stock (Note 3) : |  |  |
| Basic | . 24 | . 28 |
| Diluted | . 23 | . 27 |

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


CASH FLOWS FROM OPERATING ACTIVITIES:

| Net income | \$ 7,152,000 | \$ 8,515,000 |
| :---: | :---: | :---: |
| Adjustments to reconcile net income to net cash provided by operating activities: |  |  |
| Depreciation and amortization | 5,223,000 | 3,271,000 |
| Provision for losses on accounts receivable | 447,000 | 403,000 |
| Change in assets and liabilities: <br> (Increase)decrease in accounts receivable and contract costs and recognized income not yet billed | $(7,633,000)$ | 2,216,000 |
| Decrease in inventories | 401,000 | 5,051,000 |
| Increase in prepaid expenses and other assets | $(2,226,000)$ | $(2,777,000)$ |
| Decrease in accounts payable and accrued liabilities | $(5,975,000)$ | $(14,605,000)$ |
| Other changes, net | 1,258,000 | 877,000 |
| Total adjustments | $(8,505,000)$ | $(5,564,000)$ |
| Net cash provided by (used in) operating activities | $(1,353,000)$ | 2,951,000 |
| CASH FLOWS FROM INVESTING ACTIVITIES: |  |  |
| Net decrease in marketable securities |  | 997,000 |
| Acquisition of property, plant and equipment | $(7,027,000)$ | $(3,810,000)$ |
| Increase in equipment lease deposits and other, net | $(1,430,000)$ | $(1,834,000)$ |
| Net cash used in investing activities | $(8,457,000)$ | $(4,647,000)$ |
| CASH FLOWS FROM FINANCING ACTIVITIES: |  |  |
| Purchase of treasury shares | --- | $(1,181,000)$ |
| Proceeds from issuance of long-term debt | 6,829,000 |  |
| Payment of long-term debt | (297,000) | $(408,000)$ |
| Other, net | 143,000 | 544,000 |
| Net cash provided by (used in) financing activities | 6,675,000 | $(1,045,000)$ |
| NET DECREASE IN CASH AND CASH EQUIVALENTS | $(3,135,000)$ | $(2,741,000)$ |
| CASH AND CASH EQUIVALENTS AT BEGINNING OF PERIOD | 19,326,000 | 15,414,000 |
| CASH AND CASH EQUIVALENTS AT END OF PERIOD | \$16,191,000 | \$12, 673,000 |

<FN>
See notes to condensed consolidated financial statements.
</FN>
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                        GRIFFON CORPORATION AND SUBSIDIARIES
                        ---------------------------------------
                NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS
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                (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, 1998 are not necessarily indicative of the results that may be expected for the year ending September 30, 1999. The balance sheet at September 30,1998 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, 1998.

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

(3) Earnings per share -
------------------
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. The weighted average number of shares of common stock used in determining basic EPS was $30,377,000$ for the three months ended December 31, 1998 and 30,477,000 for the three months ended December 31, 1997.

Diluted EPS is calculated by dividing income available to common shareholders, adjusted to add back dividends or interest on convertible securities, by the weighted average number of shares of common stock outstanding plus additional common shares that could be issued in connection with potentially dilutive securities. The weighted average number of shares of common stock used in determining diluted EPS was $30,596,000$ and 31,408,000 for the three months ended December 31, 1998 and 1997, respectively and reflects additional shares in connection with stock option and other stock-based compensation plans (219,000 shares for the three months ended December 31, 1998 and 931,000 shares for the three months ended December 31, 1997).

Options to purchase approximately $2,836,000$ and 735,000 shares of common stock were not included in the computations of diluted earnings per share for the three months ended December 31,1998 and 1997, respectively, because the effects would have been antidilutive.

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MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION
    AND RESULTS OF OPERATIONS
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Results of Operations

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

Net sales were $\$ 258.6$ million for the three-month period ended December 31, 1998, an increase of $\$ 29.5$ million or $12.9 \%$ over last year.

Net sales of the building products business were $\$ 166.2$ million, an increase of $\$ 12.6$ million or $8.2 \%$ over last year. The increase was principally due to higher garage door unit sales due to stronger construction and related retail markets and internal growth in the installation services business attributable to market share growth and mild weather, partly offset by the effect of competitive pricing. Net sales of the specialty plastic films business were $\$ 50.3$ million, an increase of $\$ 10.8$ million or $27.3 \%$ over last year. Net sales of an acquired company accounted for $\$ 8.2$ million of the sales increase. The remainder of the increase was due to higher unit volume, the effects of which were partly offset by price competition in the commodity end of the business and a pass-through to customers of lower resin prices. Net sales of the electronic information and communication systems business were $\$ 42.0$ million, an increase of $\$ 6.1$ million or $17.1 \%$ 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, 1998 was $\$ 12.8$ million compared to $\$ 14.3$ million last year. Operating income of the building products business decreased approximately $\$ 2$ million compared to last year. The effect of the sales growth was offset by continued competitive pricing pressures and capacity constraints and related manufacturing inefficiencies due to delay in implementing an additional production line. Increased operating expenses associated with new distribution centers and certain manufacturing inefficiencies related to production of commercial doors also impacted profitability. Additional capacity is currently being implemented. Operating income of the specialty plastic films segment increased slightly compared to last year primarily due to earnings of an acquired business, partly offset by the effects of competitive pricing. Operating income of the electronic information and communication systems operation increased by approximately $\$ .5$ million due to the increased sales.

Net interest expense increased by $\$ .7$ million compared to last year due to higher levels of outstanding debt from an acquisition in late 1998, from borrowings to finance new production lines for specialty plastic films' joint venture and from lower investable balances.

Liquidity and Capital Resources

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

Cash flow used by operations for the quarter was \$1.4 million and working capital was $\$ 178.8$ million at December 31, 1998.

During the first quarter, the company had capital expenditures of approximately $\$ 7$ million, including $\$ 2.6$ million to upgrade and enhance strategic business systems and approximately $\$ 1.2$ million for new production lines for its specialty plastic films joint venture in Germany. The balance of capital expenditures were principally made in connection with increasing production capacity.

Anticipated cash flows from operations, together with existing cash, 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.

As described in the company's Annual Report for the year ended September 30, 1998, the company is taking actions in each of its businesses to address Year 2000 issues. These efforts in connection with the company's application software, hardware and related operating platforms ("IT Systems"), embedded technology such as microcontrollers used in production equipment or products, and third parties, principally suppliers and customers, are currently proceeding as planned. There are no significant changes from the information contained in the Annual Report with respect to the nature and extent of the company's Year 2000 remediation efforts, its state of readiness or the costs involved. However, there can be no assurance that information resulting from the company's remediation efforts or other changes in circumstances might not result in a different assessment of Year 2000 issues, readiness or related costs.

All statements other than statements of historical fact included in this report, including without limitation statements regarding the company's financial position, business strategy, Year 2000 readiness and the plans and objectives of the company's management for future operations, are forward-looking statements. When used in this report, words such as "anticipate", "believe", "estimate", "expect", "intend" and similar expressions, as they relate to the company or its management, identify forward-looking statements. Such forward-looking statements are based on the beliefs of the company's management, as well as assumptions, made by and information currently available to the company's management. Actual results could differ materially from those contemplated by the forward-looking statements as a result of certain factors, including but not limited to, business and economic conditions, competitive factors and pricing pressures, capacity and supply constraints and the impact of any disruption or failure in normal business activities at the company and its customers and suppliers as a consequence of Year 2000 related problems. Such statements reflect the views of the company with respect to future events and are subject to these and other risks, uncertainties and assumptions relating to the operations, results of operations, growth strategy and liquidity of the company.

Management does not believe that there is any material market risk exposure with respect to derivative or other financial instruments that are required to be disclosed.

PART II - OTHER INFORMATION
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Item 1 Legal Proceedings
None

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 4, 1999.
(b) Not applicable
(c) (i) Four directors were elected at the Annual Meeting to serve until the Annual Meeting of Stockholders in 2002. The names of these directors and votes cast in favor of their election and shares withheld are as follows:

| Lester L. Wolff | $24,527,404$ |
| :--- | :--- |
| $3,679,247$ |  |

Item 5 Other Information
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None

Item 6 Exhibits and Reports on Form 8-K
(a) Exhibits
-------27 -- Financial Data Schedule (for electronic submission only)
(b) Reports on Form 8-K

Current report on Form 8-K dated November 5, 1998 containing Item 5, other events and Item 7, exhibits.

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.
<ARTICLE> 5

<LEGEND>
The schedule contains summary financial information extracted from the condensed consolidated financial statements for the period ended December 31, 1998 and is qualified in its entirety by reference to such statements.
</LEGEND>
| <PERIOD-TYPE> | 3-MOS |
| :---: | :---: |
| <FISCAL-YEAR-END> | SEP-30-1999 |
| <PERIOD-END> | DEC-31-1998 |
| <CASH> | 16,191,000 |
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| <ALLOWANCES> | 8,484,000 |
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| <PP\&E> | 201,833,000 |
| <DEPRECIATION> | 67,019,000 |
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| <BONDS> | 114,003,000 |
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| <COMMON> | 7,930,000 |
| <OTHER-SE> | 230,545,000 |
| <TOTAL-LIABILITY-AND-EQUITY> | 497,072,000 |
| <SALES> | 258,557,000 |
| <TOTAL-REVENUES> | 258,557,000 |
| <CGS> | 196,431,000 |
| <TOTAL-COSTS> | 196,431,000 |
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| <INCOME-TAX> | 4,200,000 |
| <INCOME-CONTINUING> | 7,152,000 |
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| <EXTRAORDINARY> | 0 |
| <CHANGES> | 0 |
| <NET-INCOME> | 7,152,000 |
| <EPS-PRIMARY> | . 24 |
| <EPS-DILUTED> | . 23 |

