

SECURITIES AND EXCHANGE COMMISSION

FORM 10-Q

Quarterly report pursuant to sections 13 or 15(d)

Filing Date: **2012-04-30** | Period of Report: **2012-03-31**  
SEC Accession No. [0000031107-12-000015](#)

([HTML Version](#) on [secdatabase.com](#))

FILER

**EASTERN CO**

CIK:[31107](#) | IRS No.: **060330020** | State of Incorporation: **CT** | Fiscal Year End: **0102**  
Type: **10-Q** | Act: **34** | File No.: **001-35383** | Film No.: **12795221**  
SIC: **3420** Cutlery, handtools & general hardware

Mailing Address  
*112 BRIDGE STREET  
P O BOX 460  
NAUGATUCK CT 06770*

Business Address  
*112 BRIDGE ST  
P O BOX 460  
NAUGATUCK CT 06770  
2037292255*

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

FORM 10-Q

(Mark One)

QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF  
1934 FOR THE QUARTERLY PERIOD ENDED March 31, 2012

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: 0599

**THE EASTERN COMPANY**

(Exact name of registrant as specified in its charter)

**Connecticut**

(State or other jurisdiction of  
incorporation or organization)

**06-0330020**

(I.R.S. Employer  
Identification No.)

**112 Bridge Street, Naugatuck, Connecticut**

(Address of principal executive offices)

**06770**

(Zip Code)

**(203) 729-2255**

(Registrant's telephone number, including area code)

**Not applicable**

(Former name, former address and former fiscal year, if changed since last report)

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 (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days.

Yes  No

Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T (Section 232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files).

Yes  No

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer or a smaller reporting company. See the definitions of “large accelerated filer”, “accelerated filer” and “smaller reporting company” in Rule 12b-2 of the Exchange Act.

Large accelerated filer [  ]

Accelerated filer [  ]

Non-accelerated filer [  ] (Do not check if a smaller reporting company)

Smaller reporting company [  ]

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act).

Yes [  ] No [  ]

Indicate the number of shares outstanding of each of the issuer’s classes of common stock, as of the latest practicable date.

Class  
Common Stock, No par value

Outstanding as of April 25, 2012  
6,214,199

---

**PART 1 – FINANCIAL INFORMATION**

**ITEM 1 – FINANCIAL STATEMENTS**

**THE EASTERN COMPANY AND SUBSIDIARIES  
CONDENSED CONSOLIDATED BALANCE SHEETS (UNAUDITED)**

	<b>ASSETS</b>	<b><u>March 31, 2012</u></b>	<b><u>December 31, 2011</u></b>
<b>Current Assets</b>			
Cash and cash equivalents		\$ 12,958,901	\$ 11,147,297
Accounts receivable, less allowances: \$464,000 - 2012; \$423,000 - 2011		20,737,911	18,633,088
Inventories		30,159,095	29,793,434
Prepaid expenses and other assets		3,066,304	3,313,186
Recoverable income taxes receivable		-	647,950
Deferred income taxes		1,881,775	1,881,775
<b>Total Current Assets</b>		<b><u>68,803,986</u></b>	<b><u>65,416,730</u></b>
<b>Property, Plant and Equipment</b>		<b>56,510,908</b>	54,863,020
<b>Accumulated depreciation</b>		<b><u>(31,053,139)</u></b>	<b><u>(30,228,924)</u></b>
		<b>25,457,769</b>	24,634,096
<b>Goodwill</b>		<b>13,928,130</b>	13,905,209
<b>Trademarks</b>		<b>155,342</b>	152,446
<b>Patents, technology, and other intangibles net of accumulated amortization</b>		<b>1,737,668</b>	1,770,008
<b>Deferred income taxes</b>		<b>723,400</b>	821,485
		<b>16,544,540</b>	16,649,148
<b>TOTAL ASSETS</b>		<b><u>\$ 110,806,295</u></b>	<b><u>\$ 106,699,974</u></b>



<b>LIABILITIES AND SHAREHOLDERS' EQUITY</b>	<b>March 31, 2012</b>	<b>December 31, 2011</b>
<b>Current Liabilities</b>		
Accounts payable	\$ 8,793,999	\$ 8,412,245
Accrued compensation	1,900,032	2,999,478
Other accrued expenses	2,067,230	1,060,143
Current portion of long-term debt	1,428,571	3,714,286
<b>Total Current Liabilities</b>	<b>14,189,832</b>	<b>16,186,152</b>
<b>Other long-term liabilities</b>	<b>655,001</b>	<b>655,001</b>
<b>Long-term debt, less current portion</b>	<b>7,142,857</b>	<b>3,035,714</b>
<b>Accrued postretirement benefits</b>	<b>1,872,875</b>	<b>1,853,157</b>
<b>Accrued pension cost</b>	<b>15,713,972</b>	<b>15,811,622</b>
<b>Shareholders' Equity</b>		
Voting Preferred Stock, no par value:		
Authorized and unissued: 1,000,000 shares		
Nonvoting Preferred Stock, no par value:		
Authorized and unissued: 1,000,000 shares		
Common Stock, no par value:		
Authorized: 50,000,000 shares		
Issued: 8,908,928 shares in 2012 and 8,908,607 shares in 2011	28,505,933	28,499,779
Treasury Stock: 2,694,729 shares in 2012 and 2011	(19,105,723)	(19,105,723)
Retained earnings	74,624,582	73,200,362
Accumulated other comprehensive income (loss):		
Foreign currency translation	2,570,072	2,107,187
Unrecognized net pension and postretirement benefit costs, net of tax	(15,363,106)	(15,543,277)
Accumulated other comprehensive loss	(12,793,034)	(13,436,090)
<b>Total Shareholders' Equity</b>	<b>71,231,758</b>	<b>69,158,328</b>
<b>TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY</b>	<b>\$ 110,806,295</b>	<b>\$ 106,699,974</b>

See accompanying notes.

**THE EASTERN COMPANY AND SUBSIDIARIES**  
**CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS (UNAUDITED)**

	Three Months Ended	
	March 31, 2012	April 2, 2011
<b>Net sales</b>	\$ 40,495,894	\$ 33,188,612
Cost of products sold	<u>(32,311,428)</u>	<u>(26,872,271)</u>
Gross margin	8,184,466	6,316,341
Selling and administrative expenses	<u>(5,015,052)</u>	<u>(4,597,285)</u>
Operating profit	3,169,414	1,719,056
Interest expense	(89,237)	(67,003)
Other income	<u>6,136</u>	<u>6,445</u>
<b>Income before income taxes</b>	3,086,313	1,658,498
Income taxes	<u>1,040,705</u>	<u>560,324</u>
<b>Net income</b>	<u>\$ 2,045,608</u>	<u>\$ 1,098,174</u>
<b>Earnings per share:</b>		
Basic	<u>\$ .33</u>	<u>\$ .18</u>
Diluted	<u>\$ .33</u>	<u>\$ .18</u>
<b>Cash dividends per share:</b>	<u>\$ .10</u>	<u>\$ .09</u>

*See accompanying notes.*

**THE EASTERN COMPANY AND SUBSIDIARIES**  
**CONDENSED CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME (UNAUDITED)**

	Three Months Ended	
	March 31, 2012	April 2, 2011
Net income	\$ 2,045,608	\$ 1,098,174
Other comprehensive income:		
Change in foreign currency translation	462,885	303,187
Change in pension and postretirement benefit costs, net of taxes		
of:		
2012 – \$98,085		
2011 – \$93,381	180,171	172,772
Total other comprehensive income	<u>643,056</u>	<u>475,959</u>
Comprehensive income	<u>\$ 2,688,664</u>	<u>\$ 1,574,133</u>

*See accompanying notes.*

**THE EASTERN COMPANY AND SUBSIDIARIES**  
**CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS (UNAUDITED)**

	<b>Three Months Ended</b>	
	<b>March 31, 2012</b>	<b>April 2, 2011</b>
<b>Operating Activities</b>		
Net income	\$ 2,045,608	\$ 1,098,174
Adjustments to reconcile net income to net cash provided (used) by operating activities:		
Depreciation and amortization	817,557	907,729
Loss on sale of equipment and other assets	14,055	-
Provision for doubtful accounts	37,862	6,228
Issuance of Common Stock for directors' fees	6,154	6,155
Changes in operating assets and liabilities:		
Accounts receivable	(1,982,498)	(1,793,524)
Inventories	(161,271)	(651,036)
Prepaid expenses and other	(374,207)	(425,502)
Prepaid pension cost	186,606	261,201
Recoverable taxes receivable	647,949	-
Other assets	(21,003)	(16,258)
Accounts payable	300,851	188,895
Accrued compensation	(1,102,499)	(1,533,351)
Other accrued expenses	1,638,442	477,814
<b>Net cash provided (used) by operating activities</b>	<b>2,053,606</b>	<b>(1,473,475)</b>
<b>Investing Activities</b>		
Purchases of property, plant and equipment	(1,537,971)	(813,664)
<b>Net cash used in investing activities</b>	<b>(1,537,971)</b>	<b>(813,664)</b>
<b>Financing Activities</b>		
Principal payments on long-term debt	(178,571)	(357,143)
Principal payments on revolving credit loan	(3,000,000)	-
Proceeds from issuance of long-term debt	5,000,000	-
Proceeds from sales of Common Stock	-	52,590
Tax Benefit from disqualifying disposition of incentive stock options	-	16,453
Dividends paid	(621,387)	(554,718)
<b>Net cash provided by (used) in financing activities</b>	<b>1,200,042</b>	<b>(842,818)</b>
<b>Effect of exchange rate changes on cash</b>	<b>95,927</b>	<b>(14,268)</b>
<b>Net change in cash and cash equivalents</b>	<b>1,811,604</b>	<b>(3,144,225)</b>
Cash and cash equivalents at beginning of period	11,147,297	12,224,608
<b>Cash and cash equivalents at end of period</b>	<b>\$ 12,958,901</b>	<b>\$ 9,080,383</b>

*See accompanying notes.*



**Note A – Basis of Presentation**

The accompanying unaudited condensed consolidated financial statements have been prepared in accordance with the instructions to Form 10-Q and do not include all of the information and footnotes required by generally accepted accounting principles in the United States for complete financial statements. Refer to the Company's consolidated financial statements and notes thereto included in its Form 10-K for the year ended December 31, 2011 for additional information.

The accompanying condensed consolidated financial statements are unaudited. However, in the opinion of management, all adjustments (consisting only of normal recurring accruals) necessary for a fair presentation of the results of operations for interim periods have been reflected therein. All intercompany accounts and transactions are eliminated. Operating results for interim periods are not necessarily indicative of the results that may be expected for the full year.

The condensed consolidated balance sheet as of December 31, 2011 has been derived from the audited consolidated balance sheet at that date.

**Note B – Earnings Per Share**

The denominators used in the earnings per share computations follow:

	<b>Three Months Ended</b>	
	<b>March 31, 2012</b>	<b>April 2, 2011</b>
<b>Basic:</b>		
Weighted average shares outstanding	<u>6,213,913</u>	<u>6,162,711</u>
<b>Diluted:</b>		
Weighted average shares outstanding	6,213,913	6,162,711
Dilutive stock options	<u>17,826</u>	<u>50,358</u>
Denominator for diluted earnings per share	<u>6,231,739</u>	<u>6,213,069</u>

**Note C – Inventories**

The components of inventories follow:

	<b>March 31, 2012</b>	<b>December 31, 2011</b>
<b>Raw material and component parts</b>	\$ 12,003,319	\$ 11,863,199
<b>Work in process</b>	6,514,365	6,425,914
<b>Finished goods</b>	<u>11,641,411</u>	<u>11,504,321</u>
	<u>\$ 30,159,095</u>	<u>\$ 29,793,434</u>

## **Note D – Segment Information**

Segment financial information follows:

	<b>Three Months Ended</b>	
	<b>March 31, 2012</b>	<b>April 2, 2011</b>
<b>Revenues:</b>		
<b>Sales to unaffiliated customers:</b>		
<b>Industrial Hardware</b>	\$ 19,207,700	\$ 14,600,276
<b>Security Products</b>	12,114,823	11,619,738
<b>Metal Products</b>	9,173,371	6,968,598
	<b>\$ 40,495,894</b>	<b>\$ 33,188,612</b>
<b>Income before income taxes:</b>		
<b>Industrial Hardware</b>	\$ 1,964,557	\$ 933,884
<b>Security Products</b>	795,568	555,878
<b>Metal Products</b>	409,289	229,294
<b>Operating Profit</b>	<b>3,169,414</b>	<b>1,719,056</b>
<b>Interest expense</b>	(89,237)	(67,003)
<b>Other income</b>	6,136	6,445
<b>Income before income taxes</b>	<b>\$ 3,086,313</b>	<b>\$ 1,658,498</b>

## **Note E – Recent Accounting Pronouncements**

In May 2011, the FASB issued authoritative guidance which clarifies the concepts related to highest and best use and valuation premise, blockage factors and other premiums and discounts, the fair value measurement of financial instruments held in a portfolio and of those instruments classified as a component of shareowners' equity. The guidance includes enhanced disclosure requirements about recurring Level 3 fair value measurements, the use of nonfinancial assets, and the level in the fair value hierarchy of assets and liabilities not recorded at fair value. This guidance became effective for the Company on January 1, 2012. This guidance did not have an impact on our consolidated financial statements or disclosures as there are presently no recurring Level 3 fair value measurements.

In June 2011, the FASB issued authoritative guidance aimed at increasing the prominence of items reported in other comprehensive income in the financial statements. In December 2011, the FASB also issued an accounting standards update that indefinitely deferred certain financial statement presentation provisions contained in its original June 2011 guidance. The guidance requires companies to present comprehensive income in a single statement below net income or in a separate statement of comprehensive income immediately following the income statement. Companies will no longer be allowed to present comprehensive income on the statement of changes in shareholders' equity. In both options, companies must present the components of net income, total net income, the components of other comprehensive income, total other comprehensive income and total comprehensive income. This update does not change which items are reported in other comprehensive income or the requirement to report reclassifications of items from other comprehensive income to net income. This guidance became effective for the Company on January 1, 2012 and required retrospective application for all periods presented. The adoption of this guidance did not impact the presentation of the consolidated financial statements of the Company.

In September 2011, the FASB issued authoritative guidance on testing goodwill for impairment. This guidance provides an entity the option to first perform a qualitative assessment to determine whether it is more likely than not that the fair value of a reporting unit is less than its carrying amount. If an entity determines that the fair value of a reporting unit is less than its carrying amount, it is required to perform the currently prescribed two-step goodwill impairment test to identify potential goodwill impairment and measure the amount of goodwill impairment loss to

be recognized for that reporting unit, if any. The Company adopted this guidance effective January 1, 2012 and it had no impact on the consolidated financial statements of the Company.

The Company has implemented all new accounting pronouncements that are in effect and that could impact its consolidated financial statements and does not believe that there are any other new accounting pronouncements that have been issued, but are not yet effective, that might have a material impact on the consolidated financial statements of the Company.

#### **Note F – Debt**

On January 25, 2012, the Company signed an amendment to its secured Loan Agreement with People’s United Bank (“People’s”) which included an additional \$5,000,000 term portion (the “2012 Term Loan”). The 2012 Term Loan requires quarterly payments of \$178,571 for a period of seven (7) years, maturing on January 31, 2019.

Interest on the original term portion of the Loan Agreement is fixed at 4.98%. Interest on the 2012 Term Loan is fixed at 3.90%. Prior to the amendment, the interest rate on the revolving credit portion of the Loan Agreement varied based on the LIBOR rate or People’s Prime rate plus a margin spread of 2.25%, with a floor rate of 4.0%. As part of the amendment signed on January 25, 2012, this was changed to the LIBOR rate or People’s Prime rate plus 2.25%, with a floor of 3.25%; additionally the maturity date was extended to January 31, 2014. During December 2011, the Company used \$3,000,000 of the line of credit, the proceeds of which, along with existing cash, were used to fund a discretionary pension payment made in December, 2011. This amount was repaid in January 2012.

#### **Note G – Goodwill**

The following is a roll-forward of goodwill from year-end 2011 to the end of the first quarter 2012:

	<b>Industrial Hardware Segment</b>	<b>Security Products Segment</b>	<b>Metal Products Segment</b>	<b>Total</b>
Beginning balance	\$ 2,071,393	\$ 11,833,816	\$ —	\$ 13,905,209
Foreign exchange	22,921	—	—	22,921
<b>Ending balance</b>	<b>\$ 2,094,314</b>	<b>\$ 11,833,816</b>	<b>\$ —</b>	<b>\$ 13,928,130</b>

#### **Note H – Intangibles**

Patents are recorded at cost and are amortized using the straight-line method over the lives of the patents. Technology and licenses are recorded at cost and are generally amortized on a straight-line basis over periods ranging from 5 to 17 years. Non-compete agreements and customer relationships are being amortized using the straight-line method over a period of 5 years. Trademarks are not amortized as their lives are deemed to be indefinite.

The gross carrying amount and accumulated amortization of amortizable intangible assets:

	<b>Industrial Hardware Segment</b>	<b>Security Products Segment</b>	<b>Metal Products Segment</b>	<b>Total</b>	<b>Weighted-Average Amortization Period (Years)</b>
<b>2012 Gross Amount:</b>					
Patents and developed technology	\$ 2,737,693	\$ 985,548	\$ 5,839	\$ 3,729,080	<b>15.8</b>
Customer relationships	45,825	—	—	45,825	<b>5.0</b>
Non-compete agreements	30,000	—	—	30,000	<b>5.0</b>
<b>Total Gross Intangibles</b>	<b>\$ 2,813,518</b>	<b>\$ 985,548</b>	<b>\$ 5,839</b>	<b>\$ 3,804,905</b>	<b>15.6</b>
<b>2012 Accumulated Amortization:</b>					
Patents and developed technology	\$ 1,574,012	\$ 423,365	\$ 5,409	\$ 2,002,786	
Customer relationships	38,951	—	—	38,951	
Non-compete agreements	25,500	—	—	25,500	
<b>Total Gross Amortization</b>	<b>\$ 1,638,463</b>	<b>\$ 423,365</b>	<b>\$ 5,409</b>	<b>\$ 2,067,237</b>	
<b>Net March 31, 2012 per Balance Sheet</b>	<b>\$ 1,175,055</b>	<b>\$ 562,183</b>	<b>\$ 430</b>	<b>\$ 1,737,668</b>	

	<b>Industrial Hardware Segment</b>	<b>Security Products Segment</b>	<b>Metal Products Segment</b>	<b>Total</b>	<b>Weighted-Average Amortization Period (Years)</b>
<b>2011 Gross Amount:</b>					
Patents and developed technology	\$ 2,714,900	\$ 1,062,652	\$ 5,839	\$ 3,783,391	<b>15.5</b>
Customer relationships	45,825	1,921,811	—	1,967,636	<b>5.0</b>
Non-compete agreements	30,000	90,735	—	120,735	<b>5.0</b>
<b>Total Gross Intangibles</b>	<b>\$ 2,790,725</b>	<b>\$ 3,075,198</b>	<b>\$ 5,839</b>	<b>\$ 5,871,762</b>	<b>11.7</b>
<b>2011 Accumulated Amortization:</b>					
Patents and developed technology	\$ 1,528,007	\$ 495,218	\$ 5,323	\$ 2,028,548	
Customer relationships	36,660	1,921,811	—	1,958,471	
Non-compete agreements	24,000	90,735	—	114,735	
<b>Total Gross Amortization</b>	<b>\$ 1,588,667</b>	<b>\$ 2,507,764</b>	<b>\$ 5,323</b>	<b>\$ 4,101,754</b>	
<b>Net December 31, 2011 per Balance Sheet</b>	<b>\$ 1,202,058</b>	<b>\$ 567,434</b>	<b>\$ 516</b>	<b>\$ 1,770,008</b>	

### **Note I – Retirement Benefit Plans**

The Company has non-contributory defined benefit pension plans covering certain U.S. employees. Plan benefits are generally based upon age at retirement, years of service and, for its salaried plan, the level of compensation. The Company also sponsors unfunded nonqualified supplemental retirement plans that provide certain current and former officers with benefits in excess of limits imposed by federal tax law.

The Company also provides health care and life insurance for retired salaried employees in the United States who meet specific eligibility requirements.

Significant disclosures relating to these benefit plans for the first quarter of fiscal 2012 and 2011 follow:

	<b>Pension Benefits</b>		<b>Postretirement Benefits</b>	
	<b>Three Months Ended</b>		<b>Three Months Ended</b>	
	<b>March 31,</b>	<b>April 2,</b>	<b>March 31,</b>	<b>April 2,</b>
	<b>2012</b>	<b>2011</b>	<b>2012</b>	<b>2011</b>
<b>Service cost</b>	\$ 672,647	\$ 530,252	\$ 37,500	\$ 31,616
<b>Interest cost</b>	713,980	737,418	34,000	34,188
<b>Expected return on plan assets</b>	(982,747)	(912,571)	(24,250)	(24,825)
<b>Amortization of prior service cost</b>	41,409	48,537	(6,000)	(5,972)
<b>Amortization of the net loss</b>	242,847	224,264	-	-
<b>Net periodic benefit cost</b>	<u>\$ 688,136</u>	<u>\$ 627,900</u>	<u>\$ 41,250</u>	<u>\$ 35,007</u>

The Company's funding policy with respect to its qualified plans is to contribute at least the minimum amount required by applicable laws and regulations. In 2012, the Company is required to contribute \$3,472,000 into its pension plans and \$155,000 into its postretirement plan. As of March 31, 2012, the Company has made contributions totaling \$414,000 into its pension plans and \$40,000 to its postretirement plan and will make the remaining contributions as required during the remainder of the year.

The Company has a contributory savings plan under Section 401(k) of the Internal Revenue Code covering substantially all U.S. non-union employees. The plan allows participants to make voluntary contributions of up to 100% of their annual compensation on a pretax basis, subject to IRS limitations. The plan provides for contributions by the Company at its discretion. The Company made contributions of \$49,456 and \$48,130 in the first quarter of 2012 and 2011, respectively.

### **Note J – Stock Based Compensation and Stock Options**

The Company has stock option plans for officers, other key employees, and non-employee directors. As of March 31, 2012 two plans have shares reserved for future issuance, the 1995 and 2010 plans. Incentive stock options granted under the 1995 and 2010 plans must have exercise prices that are not less than 100% of the fair market value of the stock on the dates the options are granted. Restricted stock awards may also be granted to participants under the 2010 plan with restrictions determined by the Compensation Committee of the Company's Board of Directors. Under the 1995 and 2010 plans, nonqualified stock options granted to participants will have exercise prices determined by the Compensation Committee of the Company's Board of Directors. No options or restricted stock were granted in the first quarter of 2012 or 2011.

As of March 31, 2012, there were 500,000 shares available for future grant under the above noted 2010 plan and there were no shares available for grant under the 1995 plan. As of March 31, 2012, there were 525,500 shares of common stock reserved under all option plans for future issuance.

	Three Months Ended March 31, 2012		Year Ended December 31, 2011	
	Shares	Weighted - Average Exercise Price	Shares	Weighted - Average Exercise Price
Outstanding at beginning of period	25,500	\$ 13.580	80,000	\$ 12.471
Exercised	—	—	(54,500)	11.952
Outstanding at end of period	<u>25,500</u>	<u>13.580</u>	<u>25,500</u>	<u>13.580</u>

#### **Options Outstanding and Exercisable**

Range of Exercise Prices	Outstanding as of March 31, 2012	Weighted- Average Remaining Contractual Life	Weighted- Average Exercise Price
\$13.58	<u>25,500</u>	2.7	13.580

At March 31, 2012, outstanding and exercisable options had an intrinsic value of \$163,710.

#### **Note K – Income Taxes**

The Company files income tax returns in the U.S. federal jurisdiction, and various states and foreign jurisdictions. With few exceptions, the Company is no longer subject to U.S. federal, state and local income tax examinations by tax authorities for years before 2008 and non-U.S. income tax examinations by tax authorities prior to 2005.

The total amount of unrecognized tax benefits could increase or decrease within the next twelve months for a number of reasons, including the closure of federal, state and foreign tax years by expiration of the statute of limitations and the recognition and measurement considerations under FASB Accounting Standards Codification (“ASC”) 740. There have been no significant changes to the amount of unrecognized tax benefits during the three months ended March 31, 2012. The Company believes that it is reasonably possible that the total amount of unrecognized tax benefits will not increase or decrease significantly over the next twelve months.

#### **Note L - Financial Instruments and Fair Value Measurements**

##### **Financial Risk Management Objectives and Policies**

The Company is exposed primarily to credit, interest rate and currency exchange rate risks which arise in the normal course of business.

##### **Credit Risk**

Credit risk is the potential financial loss resulting from the failure of a customer or counterparty to settle its financial and contractual obligations to the Company, as and when they become due. The primary credit risk for the Company is its receivable accounts with customers. The Company has established credit limits for customers and monitors their balances to mitigate the risk of loss. At March 31, 2012 and December 31, 2011, there were no significant concentrations of credit risk. No one customer represented more than 10% of the Company’s net trade receivables at March 31, 2012. At year end 2011 only one customer exceeded 10% of total receivables. The maximum exposure to credit risk is primarily represented by the carrying amount of the Company’s accounts receivable.

## **Interest Rate Risk**

On March 31, 2012, the Company has no exposure to the risk of changes in market interest rates as the interest rate on the outstanding debt is fixed at 4.98% and 3.90%.

## **Fair Value Measurements**

Assets and liabilities that require fair value measurement are recorded at fair value using market and income valuation approaches and considering the Company's and counterparty's credit risk. The Company uses the market approach and the income approach to value assets and liabilities as appropriate. There are no assets or liabilities requiring fair value measurements on March 31, 2012 or December 31, 2011.

## **ITEM 2 – MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS**

The following discussion is intended to highlight significant changes in the Company's financial position and results of operations for the thirteen weeks ended March 31, 2012. The interim financial statements and this Management's Discussion and Analysis of Financial Condition and Results of Operations should be read in conjunction with the Consolidated Financial Statements and Notes thereto for the fiscal year ended December 31, 2011 and the related Management's Discussion and Analysis of Financial Condition and Results of Operations, both of which are contained in the Company's Annual Report on Form 10-K for the fiscal year ended December 31, 2011.

Certain statements set forth in this discussion and analysis of financial condition and results of operations are forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. They use such words as "may," "will," "expect," "believe," "plan" and other similar terminology. These statements reflect management's current expectations regarding future events and operating performance and speak only as of the date of this release. These forward-looking statements involve a number of risks and uncertainties, and actual future results and trends may differ materially depending on a variety of factors, including changing customer preferences, lack of success of new products, loss of customers, competition, increased raw material prices, problems associated with foreign sourcing of parts and products, changes within our industry segments and in the overall economy, litigation and legislation. In addition, terrorist threats and the possible responses by the U.S. government, the effects on consumer demand, the financial markets, the travel industry, the trucking industry and other conditions increase the uncertainty inherent in forward-looking statements. Forward-looking statements reflect the expectations of the Company at the time they are made, and investors should rely on them only as expressions of opinion about what may happen in the future and only at the time they are made. The Company undertakes no obligation to update any forward-looking statement. Although the Company believes it has an appropriate business strategy and the resources necessary for its operations, future revenue and margin trends cannot be reliably predicted and the Company may alter its business strategies to address changing conditions.

In addition, the Company makes estimates and assumptions that may materially affect reported amounts and disclosures. These relate to valuation allowances for accounts receivable and for excess and obsolete inventories, accruals for pensions and other postretirement benefits (including forecasted future cost increases and returns on plan assets), provisions for depreciation (estimating useful lives), uncertain tax positions, and, on occasion, accruals for contingent losses.

## **Overview**

Sales in the first quarter of 2012 increased 22% compared to the prior year, as a result of an increase in sales of existing products in many of the markets we serve, selective price increases to customers and the introduction of new products. Sales in the first quarter of 2012 increased in each of the Company's business segments when compared to the first quarter of 2011: the Industrial Hardware segment sales increased approximately 32%, the Security Products segment sales increased approximately 4% and the Metal Products segment sales increased approximately 32%.

For the three months ended March 31, 2012, gross margin as a percentage of sales was 20% compared to 19% in the comparable period of 2011. This increase was the result of higher sales volume, selective price increases to customers, the mix of products produced and the introduction of new products.

Raw material prices have increased from the prior year period. The Company, through price increases, is recovering these additional costs from our customers, wherever possible. The Company expects raw material prices to continue to increase as worldwide economic conditions improve, which may have a negative impact on future operating margins. Currently, there is no indication that the Company will be unable to obtain supplies of all the raw materials that it requires.

Cash flow from operations in the first quarter of 2012 increased compared to the same period in 2011. This increase is primarily due to the higher level of earnings in the 2012 period and the associated timing differences in the collections of accounts receivable, payments of liabilities, and changes in inventories. Cash on hand and cash flow from operations, along with the result of controlling discretionary expenditures, should be sufficient to enable the Company to meet all its existing obligations and continue its quarterly dividend payments.

A more detailed analysis of the Company's results of operations and financial condition follows:

## Results of Operations

The following table shows, for the periods indicated, selected line items from the condensed consolidated statements of operations as a percentage of net sales, by segment:

### Three Months Ended March 31, 2012

	<b>Industrial Hardware</b>	<b>Security Products</b>	<b>Metal Products</b>	<b>Total</b>
<b>Net sales</b>	100.0%	100.0%	100.0%	100.0%
<b>Cost of products sold</b>	76.8%	77.6%	89.1%	79.8%
<b>Gross margin</b>	23.2%	22.4%	10.9%	20.2%
<b>Selling and administrative expense</b>	13.0%	15.8%	6.4%	12.4%
<b>Operating profit</b>	10.2%	6.6%	4.5%	7.8%

### Three Months Ended April 2, 2011

	<b>Industrial Hardware</b>	<b>Security Products</b>	<b>Metal Products</b>	<b>Total</b>
<b>Net sales</b>	100.0%	100.0%	100.0%	100.0%
<b>Cost of products sold</b>	79.1%	78.1%	89.6%	81.0%
<b>Gross margin</b>	20.9%	21.9%	10.4%	19.0%
<b>Selling and administrative expense</b>	14.5%	17.1%	7.1%	13.8%
<b>Operating profit</b>	6.4%	4.8%	3.3%	5.2%



The following table shows the amount of change for the first quarter of 2012 compared to the first quarter of 2011 in sales, cost of products sold, gross margin, selling and administrative expenses and operating results, by segment (dollars in thousands):

	<b>Industrial Hardware</b>	<b>Security Products</b>	<b>Metal Products</b>	<b>Total</b>
<b>Net sales</b>	<b>\$ 4,607</b>	<b>\$ 495</b>	<b>\$ 2,205</b>	<b>\$ 7,307</b>
<b>Volume</b>	28.1%	2.5%	13.0%	16.0%
<b>Prices</b>	0.4%	0.6%	2.3%	0.8%
<b>New products</b>	3.1%	1.2%	16.3%	5.2%
	31.6%	4.3%	31.6%	22.0%
<b>Cost of products sold</b>	<b>\$ 3,194</b>	<b>\$ 318</b>	<b>\$ 1,927</b>	<b>\$ 5,439</b>
	27.6%	3.5%	30.9%	20.2%
<b>Gross margin</b>	<b>\$ 1,413</b>	<b>\$ 177</b>	<b>\$ 278</b>	<b>\$ 1,868</b>
	46.4%	7.0%	38.2%	29.6%
<b>Selling and administrative expenses</b>	<b>\$ 383</b>	<b>\$ (63)</b>	<b>\$ 98</b>	<b>\$ 418</b>
	18.1%	-3.2%	19.6%	9.1%
<b>Operating profit</b>	<b>\$ 1,030</b>	<b>\$ 240</b>	<b>\$ 180</b>	<b>\$ 1,450</b>
	110.4%	43.1%	78.5%	84.4%

## Industrial Hardware Segment

**Net sales** in the Industrial Hardware segment were up 32% in the first quarter of 2012 compared to the prior year quarter. The higher sales in the first quarter of 2012 reflected an increase in sales of existing products, primarily lightweight composite panels used in an interactive electronic board product, as well as higher sales to the distribution, military and Class 8 truck markets in 2012 compared to the same period in 2011, selective price increases to customers and the introduction of new products. All of the new products were developed internally and included a rotary latch and a venting line of products for the Class 8 truck market; an escape hatch for the military market; and a door latch for the recreational vehicle market.

**Cost of products sold** for the Industrial Hardware segment increased 28% from the first quarter of 2011 to the first quarter of 2012. The increase is due to increased costs for payroll and payroll related charges, supplies and tools, equipment maintenance, utilities and shipping.

**Gross margin** as a percent of net sales increased from 21% to 23% in the first quarter of 2012, due to the mix of products produced.

**Selling and administrative expenses** increased 18% for the first quarter of 2012 compared to the prior year period due to increases in payroll and payroll related charges, advertising, commission payments resulting from the higher sales volume in 2012, bad debt expense and an increase in the allocation of corporate expenses based on the sales volume in 2012.

## Security Products Segment

**Net sales** in the Security Products segment increased 4% in the first quarter of 2012 compared to the first quarter of 2011. The increase in sales in the first quarter of 2012 in the Security Products segment is primarily the result of sales of existing products to the many markets served by this segment, including: computer, storage, cash management and commercial laundry. Sales of new products included new lock products for the storage and cash

management markets and Digicoïn, “Flash Cash”, a contactless and wireless cash payment system, and Pinmate products for the commercial laundry market.

**Cost of products sold** for the Security Products segment increased 4% in 2012 compared to the first quarter of 2011. The increase in cost of products sold was primarily due to increased costs for raw materials.

**Gross margin** as a percentage of sales was comparable at 22% for the first quarter of both 2012 and 2011.

**Selling and administrative expenses** decreased 3% from 2011 levels primarily due to decreases in travel expenses, a reduction in amortization expense in 2012 resulting from acquisition costs related to Royal Lock which were fully amortized in 2011, and a decrease in the allocation of corporate expenses based on the sales volume in 2012.

## **Metal Products Segment**

**Net sales** in the Metal Products segment increased 32% in the first quarter of 2012 as compared to the prior year period. The higher sales in the first quarter of 2012 reflected an increase in sales of existing products, selective price increases to customers and the introduction of new products. Sales of mining products were up 27% in 2012 compared to the first quarter of 2011 and sales of contract castings increased 58% from the prior year levels. The increase in sales of mining products was driven by continued strong demand in 2012 in both the U.S. and Canadian mining markets compared to the prior year first quarter and the introduction of new mining products. New mining products included hexnuts, square cableheads, truss shoes, splice tubes, bearing blocks and steel mine anchor shells. The increase in sales of contract casting was primarily the result of new products: a tie plate for the railroad industry and kicker clips and rail clamps for a solar panel application.

**Cost of products sold** increased 31% in the first quarter of 2012 compared to the same period in 2011. The increase resulted from the mix of products produced, manufacturing costs associated with the higher volume of sales in 2012, and increases in raw material costs.

**Gross margin** as a percentage of net sales improved from 10% in the first quarter of 2011 to 11% for the 2012 quarter. The increase is due to the mix of products produced and elimination of products with unacceptable profit margins.

**Selling and administrative expenses** increased 20% in 2012 compared to the same period in 2011. The increase was primarily the result of an increase in the allocation of corporate expenses based on the sales volume in 2012.

## **Other Items**

**Interest expense** increased 33% in the first quarter of 2012 compared to the prior year period due to the increased level of debt.

**Other income** for both periods presented was not material to the financial statements.

**Income taxes** reflected the change in the operating results. The effective tax rate in the first quarter of 2012 and 2011 were comparable at 34%.

## **Liquidity and Sources of Capital**

The Company provided \$2.1 million from its operations during the first three months of 2012 compared to having used \$1.5 million during the same period in 2011. The increase in cash flows in the quarter was primarily the result of the associated timing differences in the collections of accounts receivable, payments of liabilities, and changes in inventories, as well as the increase in earnings over the comparable period in 2011. Cash flow from operations coupled with cash on hand at the beginning of the year was sufficient to fund capital expenditures, debt service, and dividend payments.

Additions to property, plant and equipment were \$1,538,000 for the first three months of 2012 compared to \$814,000 for the same period in 2011. Total capital expenditures for 2012 are expected to be approximately \$4 million. As of March 31, 2012, there is approximately \$350,000 of outstanding commitments for these capital expenditures.

The following table shows key financial ratios at the end of each period:

	<b>First Quarter 2012</b>	<b>First Quarter 2011</b>	<b>Year End 2011</b>
Current ratio	4.8	5.2	4.0
Average days' sales in accounts receivable	47	51	45
Inventory turnover	4.3	3.7	3.9
Total debt to shareholders' equity	12.0%	5.8 %	9.8 %

The following table shows important liquidity measures as of the balance sheet date for each period below (in millions):

	<b>First Quarter 2012</b>	<b>First Quarter 2011</b>	<b>Year End 2011</b>
Cash and cash equivalents	\$ 13.0	\$ 9.1	\$ 11.1
Working capital	54.6	49.0	49.2
Net cash provided/(used) by operating activities	2.1	(1.5)	1.4
Change in working capital impact on net cash used by operating activities	(0.8)	(3.5)	(9.7)
Net cash used in investing activities	(1.5)	(0.8)	(3.4)
Net cash provided/(used) in financing activities	1.2	(0.8)	0.8

Total inventories as of March 31, 2012 were \$30.2 million, compared to \$29.8 million at year end 2011 and \$29.0 million at the end of the first quarter of 2011. Accounts receivable increased to \$20.7 million from \$18.6 million at year end 2011 and \$18.3 million at the end of the first quarter of fiscal 2011. The increases are related to higher revenues in the first three months of the current year.

Cash on hand, cash flow from operating activities and funds available under the revolving credit portion of the Company's Loan Agreement are expected to be sufficient to cover future foreseeable working capital requirements.

### ITEM 3 – QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK

There have been no material changes in market risk from what was reported in the 2011 Annual Report on Form 10-K.

### ITEM 4 – CONTROLS AND PROCEDURES

Evaluation of Disclosure Controls and Procedures:

As of the end of the fiscal quarter ended March 31, 2012, the Company carried out an evaluation, under the supervision and with the participation of the Company's management, including the Chief Executive Officer (the "CEO") and Chief Financial Officer (the "CFO"), of the effectiveness of the design and operation of the Company's disclosure controls and procedures pursuant to Exchange Act Rule 240.13a-15. As defined in Exchange Act Rules 240.13a-15(e) and 240.15d-15(e), "the term disclosure controls and procedures means controls and other procedures of an issuer that are designed to ensure that information required to be disclosed by the issuer

in the reports that it files or submits under the Act (15 U.S.C. 78a et seq.) is recorded, processed, summarized and reported, within the time periods specified in the Commission's rules and forms. Disclosure controls and procedures include, without limitation, controls and procedures designed to ensure that information required to be disclosed by an issuer in the reports that it files or submits under the Act is accumulated and communicated to the issuer's management, including its principal executive and principal financial officers, or persons performing similar functions, as appropriate to allow timely decisions regarding required disclosure." Based upon that evaluation, the CEO and CFO concluded that the Company's current disclosure controls and procedures were effective as of the March 31, 2012 evaluation date.

The Company believes that a controls system, no matter how well designed and operated, cannot provide absolute assurance that the objectives of the controls system are met, and no evaluation of controls can provide absolute assurance that all control issues and instances of fraud, if any, within a company have been detected. The Company's disclosure controls and procedures are designed to provide reasonable assurance of achieving their objectives, and the CEO and CFO have concluded that these controls and procedures are effective at the "reasonable assurance" level.

#### Changes in Internal Controls:

During the period covered by this report, there have been no significant changes in the Company's internal control over financial reporting or in other factors that have materially affected, or are reasonably likely to materially affect, the Company's internal controls.

## **PART II – OTHER INFORMATION**

### **ITEM 1 – LEGAL PROCEEDINGS**

During the fourth quarter of 2010, the Company was contacted by the State of Illinois regarding potential ground contamination at our plant in Wheeling, Illinois. The Company enlisted into a voluntary remediation program in Illinois and has engaged an environmental clean-up company to perform testing and develop a remediation plan, if needed. No estimate for the cost of remediation was available when this Form 10-Q was filed with the SEC.

During 2008, the U.S. Environmental Protection Agency identified the Company as a potentially responsible party in connection with a site in Cleveland, Ohio based on the ownership of the site by a division of the Company in the 1960's. According to the Agency, the current occupant of the site filed bankruptcy, leaving behind plating operations which required remedial action. The Company declined to participate in the remedial action, and intends to defend against any efforts of the Agency to impose any liability against the Company for environmental conditions on this site which may have occurred in the years since its ownership.

There are no other legal proceedings, other than ordinary routine litigation incidental to the Company's business, to which either the Company or any of its subsidiaries is a party or to which any of their property is the subject.

### **ITEM 1A – RISK FACTORS**

There have been no material changes in risk factors from what was reported in the 2011 Annual Report on Form 10-K.

### **ITEM 2 – UNREGISTERED SALES OF EQUITY SECURITIES AND USE OF PROCEEDS**

There have been no sales of unregistered securities by the Company or purchases of registered equity securities by the Company during the period covered by this report.

### ITEM 3 – DEFAULTS UPON SENIOR SECURITIES

None

### ITEM 4 – MINE SAFETY DISCLOSURES

Not applicable.

### ITEM 5 – OTHER INFORMATION

None

### ITEM 6 – EXHIBITS

31) Certifications required by Rule 13a-14(a) of the Securities Exchange Act of 1934, as amended, as adopted pursuant to Section 302 of the Sarbanes-Oxley Act of 2002

32) Certifications pursuant to Rule 13a-14(b) and 18 USC 1350 as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002.

99(1)) The Registrant's Annual Report on Form 10-K for the fiscal year ended December 31, 2011 is incorporated herein by reference.

99(2)) Form 8-K filed on April 25, 2012 setting forth the press release reporting the Company's earnings for the quarter ended April 25, 2012 is incorporated herein by reference.

99(3)) Form 8-K filed on April 26, 2012 setting forth the results of the vote at the annual meeting of shareholders of the Company which was held on April 25, 2012 is incorporated herein by reference.

### SIGNATURES

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.

**THE EASTERN COMPANY**  
(Registrant)

DATE: April 30, 2012

/s/Leonard F. Leganza  
Leonard F. Leganza  
Chairman, President and Chief Executive Officer

DATE: April 30, 2012

/s/John L. Sullivan III  
John L. Sullivan III  
Vice President and Chief Financial Officer

CERTIFICATIONS

I, Leonard F. Leganza, certify that:

1. I have reviewed this quarterly report on Form 10-Q of The Eastern Company;
2. Based on my knowledge, this quarterly report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this quarterly report;
3. Based on my knowledge, the financial statements, and other financial information included in this quarterly report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this quarterly report;
4. The registrant's other certifying officer(s) and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the registrant and have:
  - a) designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this quarterly report is being prepared;
  - b) designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
  - c) evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
  - d) disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and
5. The registrant's other certifying officer(s) and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's board of directors (or persons performing the equivalent functions):
  - a) all significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
  - b) any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

Dated: April 30, 2012

/s/ Leonard F. Leganza  
Leonard F. Leganza  
CEO

CERTIFICATIONS

I, John L. Sullivan III, certify that:

1. I have reviewed this quarterly report on Form 10-Q of The Eastern Company;
2. Based on my knowledge, this quarterly report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this quarterly report;
3. Based on my knowledge, the financial statements, and other financial information included in this quarterly report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this quarterly report;
4. The registrant's other certifying officer(s) and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the registrant and have:
  - a) designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this quarterly report is being prepared;
  - b) designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
  - c) evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
  - d) disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and
5. The registrant's other certifying officer(s) and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's board of directors (or persons performing the equivalent functions):
  - a) all significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
  - b) any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

Dated: April 30, 2012  
/s/ John L. Sullivan III  
John L. Sullivan III  
CFO

CERTIFICATIONS OF CHIEF EXECUTIVE OFFICER AND  
CHIEF FINANCIAL OFFICER  
**Pursuant to 18 United States Code Section 1350,  
as adopted pursuant to Section 906 of The Sarbanes-Oxley Act of 2002**

Pursuant to Section 906 of the Sarbanes-Oxley Act of 2002, Leonard F. Leganza, the Chief Executive Officer of The Eastern Company (the "Company") and John L. Sullivan III, the Chief Financial Officer of the Company, hereby certify that, to the best of their knowledge:

- The Company's Quarterly Report on Form 10-Q for the Period ended March 31, 2012, and to which this certification is attached as
- 1) Exhibit 32 (the "Periodic Report") fully complies with the requirements of section 13(a) or 15(d) of the Securities Exchange Act of 1934, and
  - 2) The information contained in the Periodic Report fairly presents, in all material respects, the financial condition and results of operations of the Company.

In Witness Whereof, the undersigned have set their hands hereto as of the 30<sup>th</sup> day of April, 2012.

/s/ Leonard F. Leganza  
Leonard F. Leganza  
CEO

/s/ John L. Sullivan III  
John L. Sullivan III  
CFO

A signed original of this written statement required by Section 906 has been provided to The Eastern Company and will be retained by The Eastern Company and furnished to the Securities and Exchange Commission or its staff upon request.

This certification "accompanies" the Form 10-Q to which it relates, is not deemed filed with the SEC and is not to be incorporated by reference into any filing of the Company under the Securities Act of 1933, as amended, or the Securities Exchange Act of 1934, as amended (whether made before or after the date of the Form 10-Q, irrespective of any general incorporation language contained in such filing.)



## Earnings Per Share

**3 Months Ended  
Mar. 31, 2012**

### Earnings Per Share [Abstract]

#### Earnings Per Share

#### Note B - Earnings Per Share

The denominators used in the earnings per share computations follow:

	<b>Three Months Ended</b>	
	<b>March 31, 2012</b>	<b>April 2, 2011</b>
<b>Basic:</b>		
Weighted average shares outstanding	<b>6,213,913</b>	6,162,711
<b>Diluted:</b>		
Weighted average shares outstanding	<b>6,213,913</b>	6,162,711
Dilutive stock options	<b>17,826</b>	50,358
Denominator for diluted earnings per share	<b>6,231,739</b>	6,213,069

## Basis of Presentation

**3 Months Ended  
Mar. 31, 2012**

[Basis of Presentation](#)

[\[Abstract\]](#)

[Basis of Presentation](#)

### **Note A - Basis of Presentation**

The accompanying unaudited condensed consolidated financial statements have been prepared in accordance with the instructions to Form 10-Q and do not include all of the information and footnotes required by generally accepted accounting principles in the United States for complete financial statements. Refer to the Company's consolidated financial statements and notes thereto included in its Form 10-K for the year ended December 31, 2011 for additional information.

The accompanying condensed consolidated financial statements are unaudited. However, in the opinion of management, all adjustments (consisting only of normal recurring accruals) necessary for a fair presentation of the results of operations for interim periods have been reflected therein. All intercompany accounts and transactions are eliminated. Operating results for interim periods are not necessarily indicative of the results that may be expected for the full year.

The condensed consolidated balance sheet as of December 31, 2011 has been derived from the audited consolidated balance sheet at that date.

**CONDENSED  
CONSOLIDATED  
BALANCE SHEETS  
(UNAUDITED) (USD \$)**

	<b>Mar. 31, 2012</b>	<b>Dec. 31, 2011</b>
<b><u>Current Assets</u></b>		
<u>Cash and cash equivalents</u>	\$ 12,958,901	\$ 11,147,297
<u>Accounts receivable, less allowances: \$464,000 - 2012; \$423,000 - 2011</u>	20,737,911	18,633,088
<u>Inventories</u>	30,159,095	29,793,434
<u>Prepaid expenses and other assets</u>	3,066,304	3,313,186
<u>Recoverable income taxes receivable</u>	0	647,950
<u>Deferred income taxes</u>	1,881,775	1,881,775
<b><u>Total Current Assets</u></b>	<b>68,803,986</b>	<b>65,416,730</b>
<b><u>Property, Plant and Equipment</u></b>		
<u>Property, Plant and Equipment</u>	56,510,908	54,863,020
<u>Accumulated depreciation</u>	(31,053,139)	(30,228,924)
<b><u>Net Property, Plant and Equipment</u></b>	<b>25,457,769</b>	<b>24,634,096</b>
<b><u>Other Assets</u></b>		
<u>Goodwill</u>	13,928,130	13,905,209
<u>Trademarks</u>	155,342	152,446
<u>Patents, technology and other intangibles net of accumulated amortization</u>	1,737,668	1,770,008
<u>Deferred income taxes</u>	723,400	821,485
<b><u>Total Other Assets</u></b>	<b>16,544,540</b>	<b>16,649,148</b>
<b>TOTAL ASSETS</b>	<b>110,806,295</b>	<b>106,699,974</b>
<b><u>Current Liabilities</u></b>		
<u>Accounts payable</u>	8,793,999	8,412,245
<u>Accrued compensation</u>	1,900,032	2,999,478
<u>Other accrued expenses</u>	2,067,230	1,060,143
<u>Current portion of long-term debt</u>	1,428,571	3,714,286
<b><u>Total Current Liabilities</u></b>	<b>14,189,832</b>	<b>16,186,152</b>
<u>Other long-term liabilities</u>	655,001	655,001
<u>Long-term debt, less current portion</u>	7,142,857	3,035,714
<u>Accrued postretirement benefits</u>	1,872,875	1,853,157
<u>Accrued pension cost</u>	15,713,972	15,811,622
<b><u>Shareholders' Equity</u></b>		
<u>Common Stock, no par value: Authorized: 50,000,000 shares Issued: 8,908,928 shares in 2012 and 8,908,607 shares in 2011</u>	28,505,933	28,499,779
<u>Treasury Stock: 2,694,729 shares in 2012 and 2011</u>	(19,105,723)	(19,105,723)
<u>Retained earnings</u>	74,624,582	73,200,362
<b><u>Accumulated other comprehensive income (loss):</u></b>		
<u>Foreign currency translation</u>	2,570,072	2,107,187
<u>Unrecognized net pension and postretirement benefit costs, net of tax</u>	(15,363,106)	(15,543,277)
<u>Accumulated other comprehensive loss</u>	(12,793,034)	(13,436,090)
<b><u>Total Shareholders' Equity</u></b>	<b>71,231,758</b>	<b>69,158,328</b>

TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY

\$ 110,806,295      \$ 106,699,974

**CONDENSED  
CONSOLIDATED  
STATEMENTS OF  
COMPREHENSIVE  
INCOME (UNAUDITED)  
(Parenthetical) (USD \$)**

**3 Months Ended**

**Mar. 31, 2012 Apr. 02, 2011**

**Other comprehensive (loss)/income**

**Change in pension and postretirement benefit costs, taxes \$ 98,085      \$ 93,381**

**CONDENSED  
CONSOLIDATED  
STATEMENTS OF CASH  
FLOWS (UNAUDITED)  
(USD \$)**

**3 Months Ended**

**Mar. 31,  
2012      Apr. 02,  
2011**

**Operating Activities**

Net income \$ 2,045,608 \$ 1,098,174

**Adjustments to reconcile net income to net cash provided (used) by operating activities:**

Depreciation and amortization 817,557 907,729

Loss on sale of equipment and other assets 14,055 0

Provision for doubtful accounts 37,862 6,228

Issuance of Common Stock for directors' fees 6,154 6,155

**Changes in operating assets and liabilities:**

Accounts receivable (1,982,498) (1,793,524)

Inventories (161,271) (651,036)

Prepaid expenses and other (374,207) (425,502)

Prepaid pension cost 186,606 261,201

Recoverable taxes receivable 647,949 0

Other assets (21,003) (16,258)

Accounts payable 300,851 188,895

Accrued compensation (1,102,499) (1,533,351)

Other accrued expenses 1,638,442 477,814

Net cash provided (used) by operating activities 2,053,606 (1,473,475)

**Investing Activities**

Purchases of property, plant and equipment (1,537,971) (813,664)

Net cash used in investing activities (1,537,971) (813,664)

**Financing Activities**

Principal payments on long-term debt (178,571) (357,143)

Principal payments on revolving credit loan (3,000,000) 0

Proceeds from issuance of long-term debt 5,000,000 0

Proceeds from sales of Common Stock 0 52,590

Tax Benefit from disqualifying disposition of incentive stock options 0 16,453

Dividends paid (621,387) (554,718)

Net cash provided by (used) in financing activities 1,200,042 (842,818)

Effect of exchange rate changes on cash 95,927 (14,268)

Net change in cash and cash equivalents 1,811,604 (3,144,225)

Cash and cash equivalents at beginning of period 11,147,297 12,224,608

Cash and cash equivalents at end of period \$ 12,958,901 \$ 9,080,383

**CONDENSED  
CONSOLIDATED  
BALANCE SHEETS  
(UNAUDITED)  
(Parenthetical) (USD \$)**

**Mar. 31, 2012 Dec. 31, 2011**

**Current Assets**

<u>Accounts receivable, allowances</u>	\$ 464,000	\$ 423,000
--	------------	------------

**Shareholders' Equity**

<u>Voting Preferred Stock No Par Value</u>	\$ 0	\$ 0
--	------	------

<u>Voting Preferred Stock Shares Authorized In Shares</u>	1,000,000	1,000,000
---	-----------	-----------

<u>Nonvoting Preferred Stock No Par Value</u>	\$ 0	\$ 0
---	------	------

<u>Nonvoting Preferred Stock Shares Authorized In Shares</u>	1,000,000	1,000,000
--	-----------	-----------

<u>Common Stock, no par value (in dollars per share)</u>	\$ 0	\$ 0
--	------	------

<u>Common Stock, shares authorized (in shares)</u>	50,000,000	50,000,000
--	------------	------------

<u>Common Stock, shares issued (in shares)</u>	8,908,928	8,908,607
--	-----------	-----------

<u>Treasury Stock, shares (in shares)</u>	2,694,729	2,694,729
---	-----------	-----------

**Stock Based Compensation  
and Stock Options**

**3 Months Ended  
Mar. 31, 2012**

**Stock Based Compensation  
and Stock Options**

**[Abstract]**

**Stock Based Compensation  
and Stock Options**

**Note J - Stock Based Compensation and Stock Options**

The Company has stock option plans for officers, other key employees, and non-employee directors. As of March 31, 2012 two plans have shares reserved for future issuance, the 1995 and 2010 plans. Incentive stock options granted under the 1995 and 2010 plans must have exercise prices that are not less than 100% of the fair market value of the stock on the dates the options are granted. Restricted stock awards may also be granted to participants under the 2010 plan with restrictions determined by the Compensation Committee of the Company's Board of Directors. Under the 1995 and 2010 plans, nonqualified stock options granted to participants will have exercise prices determined by the Compensation Committee of the Company's Board of Directors. No options or restricted stock were granted in the first quarter of 2012 or 2011.

As of March 31, 2012, there were 500,000 shares available for future grant under the above noted 2010 plan and there were no shares available for grant under the 1995 plan. As of March 31, 2012, there were 525,500 shares of common stock reserved under all option plans for future issuance.

	<b>Three Months Ended March 31, 2012</b>		<b>Year Ended December 31, 2011</b>	
	<b>Weighted - Average Exercise</b>		<b>Weighted - Average Exercise</b>	
	<b>Shares</b>	<b>Price</b>	<b>Shares</b>	<b>Price</b>
<b>Outstanding at beginning of period</b>	<b>25,500</b>	<b>\$ 13.580</b>	80,000	\$ 12.471
<b>Exercised</b>	-	-	(54,500)	11.952
<b>Outstanding at end of period</b>	<b>25,500</b>	<b>13.580</b>	<b>25,500</b>	<b>13.580</b>

**Options Outstanding and Exercisable**

<b>Range of Exercise Prices</b>	<b>Outstanding as of March 31, 2012</b>	<b>Weighted- Average Remaining Contractual Life</b>	<b>Weighted- Average Exercise Price</b>
\$ 13.58	<u>25,500</u>	2.7	13.580

At March 31, 2012, outstanding and exercisable options had an intrinsic value of \$163,710.



**Document and Entity  
Information**

**3 Months Ended**  
**Mar. 31, 2012 Apr. 25, 2012**

**[Document and Entity Information \[Abstract\]](#)**

<u><a href="#">Entity Registrant Name</a></u>	EASTERN CO	
<u><a href="#">Entity Central Index Key</a></u>	0000031107	
<u><a href="#">Current Fiscal Year End Date</a></u>	--12-29	
<u><a href="#">Entity Well-known Seasoned Issuer</a></u>	No	
<u><a href="#">Entity Voluntary Filers</a></u>	No	
<u><a href="#">Entity Current Reporting Status</a></u>	Yes	
<u><a href="#">Entity Filer Category</a></u>	Accelerated Filer	
<u><a href="#">Entity Common Stock, Shares Outstanding</a></u>		6,214,199
<u><a href="#">Document Fiscal Year Focus</a></u>	2012	
<u><a href="#">Document Fiscal Period Focus</a></u>	Q1	
<u><a href="#">Document Type</a></u>	10-Q	
<u><a href="#">Amendment Flag</a></u>	false	
<u><a href="#">Document Period End Date</a></u>	Mar. 31, 2012	

## Income Taxes

**3 Months Ended**  
**Mar. 31, 2012**

[Income Taxes \[Abstract\]](#)  
[Income Taxes](#)

### Note K - Income Taxes

The Company files income tax returns in the U.S. federal jurisdiction, and various states and foreign jurisdictions. With few exceptions, the Company is no longer subject to U.S. federal, state and local income tax examinations by tax authorities for years before 2008 and non-U.S. income tax examinations by tax authorities prior to 2005.

The total amount of unrecognized tax benefits could increase or decrease within the next twelve months for a number of reasons, including the closure of federal, state and foreign tax years by expiration of the statute of limitations and the recognition and measurement considerations under FASB Accounting Standards Codification ("ASC") 740. There have been no significant changes to the amount of unrecognized tax benefits during the three months ended March 31, 2012. The Company believes that it is reasonably possible that the total amount of unrecognized tax benefits will not increase or decrease significantly over the next twelve months.

**CONDENSED  
CONSOLIDATED  
STATEMENTS OF  
OPERATIONS**  
(UNAUDITED) (USD \$)

**3 Months Ended**

**Mar. 31,      Apr. 02,  
2012            2011**

**CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS**

**(UNAUDITED) [Abstract]**

<u>Net sales</u>	\$	\$
	40,495,894	33,188,612
<u>Cost of products sold</u>	(32,311,428)	(26,872,271)
<u>Gross margin</u>	8,184,466	6,316,341
<u>Selling and administrative expenses</u>	(5,015,052)	(4,597,285)
<u>Operating profit</u>	3,169,414	1,719,056
<u>Interest expense</u>	(89,237)	(67,003)
<u>Other income</u>	6,136	6,445
<u>Income before income taxes</u>	3,086,313	1,658,498
<u>Income taxes</u>	1,040,705	560,324
<u>Net income</u>	\$ 2,045,608	\$ 1,098,174
<b><u>Earnings per Share:</u></b>		
<u>Basic (in dollars per share)</u>	\$ 0.33	\$ 0.18
<u>Diluted (in dollars per share)</u>	\$ 0.33	\$ 0.18
<u>Cash dividends per share (in dollars per share)</u>	\$ 0.10	\$ 0.09

## Recent Accounting Pronouncements

**3 Months Ended  
Mar. 31, 2012**

[Recent Accounting  
Pronouncements \[Abstract\]](#)

[Recent Accounting  
Pronouncements](#)

### **Note E - Recent Accounting Pronouncements**

In May 2011, the FASB issued authoritative guidance which clarifies the concepts related to highest and best use and valuation premise, blockage factors and other premiums and discounts, the fair value measurement of financial instruments held in a portfolio and of those instruments classified as a component of shareowners' equity. The guidance includes enhanced disclosure requirements about recurring Level 3 fair value measurements, the use of nonfinancial assets, and the level in the fair value hierarchy of assets and liabilities not recorded at fair value. This guidance became effective for the Company on January 1, 2012. This guidance did not have an impact on our consolidated financial statements or disclosures as there are presently no recurring Level 3 fair value measurements.

In June 2011, the FASB issued authoritative guidance aimed at increasing the prominence of items reported in other comprehensive income in the financial statements. In December 2011, the FASB also issued an accounting standards update that indefinitely deferred certain financial statement presentation provisions contained in its original June 2011 guidance. The guidance requires companies to present comprehensive income in a single statement below net income or in a separate statement of comprehensive income immediately following the income statement. Companies will no longer be allowed to present comprehensive income on the statement of changes in shareholders' equity. In both options, companies must present the components of net income, total net income, the components of other comprehensive income, total other comprehensive income and total comprehensive income. This update does not change which items are reported in other comprehensive income or the requirement to report reclassifications of items from other comprehensive income to net income. This guidance became effective for the Company on January 1, 2012 and required retrospective application for all periods presented. The adoption of this guidance did not impact the presentation of the consolidated financial statements of the Company.

In September 2011, the FASB issued authoritative guidance on testing goodwill for impairment. This guidance provides an entity the option to first perform a qualitative assessment to determine whether it is more likely than not that the fair value of a reporting unit is less than its carrying amount. If an entity determines that the fair value of a reporting unit is less than its carrying amount, it is required to perform the currently prescribed two-step goodwill impairment test to identify potential goodwill impairment and measure the amount of goodwill impairment loss to be recognized for that reporting unit, if any. The Company adopted this guidance effective January 1, 2012 and it had no impact on the consolidated financial statements of the Company.

The Company has implemented all new accounting pronouncements that are in effect and that could impact its consolidated financial statements and does not believe that there are any other new accounting pronouncements that have been issued, but are not yet effective, that might have a material impact on the consolidated financial statements of the Company.

## Segment Information

3 Months Ended  
Mar. 31, 2012

[Segment Information](#)

[\[Abstract\]](#)

[Segment Information](#)

### Note D - Segment Information

Segment financial information follows:

	Three Months Ended	
	<u>March 31, 2012</u>	<u>April 2, 2011</u>
<b>Revenues:</b>		
<b>Sales to unaffiliated customers:</b>		
<b>Industrial Hardware</b>	\$ 19,207,700	\$ 14,600,276
<b>Security Products</b>	12,114,823	11,619,738
<b>Metal Products</b>	9,173,371	6,968,598
	<u>\$ 40,495,894</u>	<u>\$ 33,188,612</u>
<b>Income before income taxes:</b>		
<b>Industrial Hardware</b>	\$ 1,964,557	\$ 933,884
<b>Security Products</b>	795,568	555,878
<b>Metal Products</b>	409,289	229,294
<b>Operating Profit</b>	3,169,414	1,719,056
<b>Interest expense</b>	(89,237)	(67,003)
<b>Other income</b>	6,136	6,445
<b>Income before income taxes</b>	<u>\$ 3,086,313</u>	<u>\$ 1,658,498</u>

## Financial Instruments and Fair Value Measurements

3 Months Ended  
Mar. 31, 2012

### [Financial Instruments and Fair Value Measurements](#)

#### [\[Abstract\]](#)

#### [Financial Instruments and Fair Value Measurements](#)

#### Note L - Financial Instruments and Fair Value Measurements

##### **Financial Risk Management Objectives and Policies**

The Company is exposed primarily to credit, interest rate and currency exchange rate risks which arise in the normal course of business.

##### **Credit Risk**

Credit risk is the potential financial loss resulting from the failure of a customer or counterparty to settle its financial and contractual obligations to the Company, as and when they become due. The primary credit risk for the Company is its receivable accounts with customers. The Company has established credit limits for customers and monitors their balances to mitigate the risk of loss. At March 31, 2012 and December 31, 2011, there were no significant concentrations of credit risk. No one customer represented more than 10% of the Company's net trade receivables at March 31, 2012. At year end 2011 only one customer exceeded 10% of total receivables. The maximum exposure to credit risk is primarily represented by the carrying amount of the Company's accounts receivable.

##### **Interest Rate Risk**

On March 31, 2012, the Company has no exposure to the risk of changes in market interest rates as the interest rate on the outstanding debt is fixed at 4.98% and 3.90%.

##### **Fair Value Measurements**

Assets and liabilities that require fair value measurement are recorded at fair value using market and income valuation approaches and considering the Company's and counterparty's credit risk. The Company uses the market approach and the income approach to value assets and liabilities as appropriate. There are no assets or liabilities requiring fair value measurements on March 31, 2012 or December 31, 2011.

## Intangibles

**3 Months Ended  
Mar. 31, 2012**

[Intangibles \[Abstract\]](#)  
[Intangibles](#)

### Note H - Intangibles

Patents are recorded at cost and are amortized using the straight-line method over the lives of the patents. Technology and licenses are recorded at cost and are generally amortized on a straight-line basis over periods ranging from 5 to 17 years. Non-compete agreements and customer relationships are being amortized using the straight-line method over a period of 5 years. Trademarks are not amortized as their lives are deemed to be indefinite.

The gross carrying amount and accumulated amortization of amortizable intangible assets:

	<b>Industrial Hardware Segment</b>	<b>Security Products Segment</b>	<b>Metal Products Segment</b>	<b>Total</b>	<b>Weighted- Average Amortization Period (Years)</b>
<b>2012 Gross Amount:</b>					
Patents and developed technology	\$ 2,737,693	\$ 985,548	\$ 5,839	\$ 3,729,080	<b>15.8</b>
Customer relationships	45,825	-	-	45,825	<b>5.0</b>
Non-compete agreements	30,000	-	-	30,000	<b>5.0</b>
Total Gross Intangibles	<u>\$ 2,813,518</u>	<u>\$ 985,548</u>	<u>\$ 5,839</u>	<u>\$ 3,804,905</u>	<b>15.6</b>
<b>2012</b>					
<b>Accumulated Amortization:</b>					
Patents and developed technology	\$ 1,574,012	\$ 423,365	\$ 5,409	\$ 2,002,786	
Customer relationships	38,951	-	-	38,951	
Non-compete agreements	25,500	-	-	25,500	
Total Gross Amortization	<u>\$ 1,638,463</u>	<u>\$ 423,365</u>	<u>\$ 5,409</u>	<u>\$ 2,067,237</u>	
<b>Net March 31, 2012 per Balance Sheet</b>	<u><b>\$ 1,175,055</b></u>	<u><b>\$ 562,183</b></u>	<u><b>\$ 430</b></u>	<u><b>\$ 1,737,668</b></u>	

	<b>Industrial Hardware Segment</b>	<b>Security Products Segment</b>	<b>Metal Products Segment</b>	<b>Total</b>	<b>Weighted- Average Amortization Period (Years)</b>
<b>2011 Gross Amount:</b>					
Patents and developed technology	\$ 2,714,900	\$ 1,062,652	\$ 5,839	\$ 3,783,391	<b>15.5</b>
Customer relationships	45,825	1,921,811	-	1,967,636	<b>5.0</b>
Non-compete agreements	30,000	90,735	-	120,735	<b>5.0</b>
Total Gross Intangibles	<u>\$ 2,790,725</u>	<u>\$ 3,075,198</u>	<u>\$ 5,839</u>	<u>\$ 5,871,762</u>	<b>11.7</b>
<b>2011 Accumulated Amortization:</b>					
Patents and developed technology	\$ 1,528,007	\$ 495,218	\$ 5,323	\$ 2,028,548	
Customer relationships	36,660	1,921,811	-	1,958,471	
Non-compete agreements	24,000	90,735	-	114,735	
Total Gross Amortization	<u>\$ 1,588,667</u>	<u>\$ 2,507,764</u>	<u>\$ 5,323</u>	<u>\$ 4,101,754</u>	

**Net December 31, 2011  
per Balance Sheet**

**\$ 1,202,058 \$ 567,434 \$ 516 \$ 1,770,008**



## Debt

**3 Months Ended  
Mar. 31, 2012**

[Debt \[Abstract\]](#)  
[Debt](#)

### Note F - Debt

On January 25, 2012, the Company signed an amendment to its secured Loan Agreement with People's United Bank ("People's") which included an additional \$5,000,000 term portion (the "2012 Term Loan"). The 2012 Term Loan requires quarterly payments of \$178,571 for a period of seven (7) years, maturing on January 31, 2019.

Interest on the original term portion of the Loan Agreement is fixed at 4.98%. Interest on the 2012 Term Loan is fixed at 3.90%. Prior to the amendment, the interest rate on the revolving credit portion of the Loan Agreement varied based on the LIBOR rate or People's Prime rate plus a margin spread of 2.25%, with a floor rate of 4.0%. As part of the amendment signed on January 25, 2012, this was changed to the LIBOR rate or People's Prime rate plus 2.25%, with a floor of 3.25%; additionally the maturity date was extended to January 31, 2014. During December 2011, the Company used \$3,000,000 of the line of credit, the proceeds of which, along with existing cash, were used to fund a discretionary pension payment made in December, 2011. This amount was repaid in January 2012.

## Goodwill

3 Months Ended  
Mar. 31, 2012

[Goodwill \[Abstract\]](#)  
[Goodwill](#)

### Note G - Goodwill

The following is a roll-forward of goodwill from year-end 2011 to the end of the first quarter 2012:

	<u>Industrial Hardware Segment</u>	<u>Security Products Segment</u>	<u>Metal Products Segment</u>	<u>Total</u>
Beginning balance	\$2,071,393	\$11,833,816	\$ -	\$13,905,209
Foreign exchange	22,921	-	-	22,921
<b>Ending balance</b>	<b><u>\$2,094,314</u></b>	<b><u>\$11,833,816</u></b>	<b><u>\$ -</u></b>	<b><u>\$13,928,130</u></b>

## Retirement Benefit Plans

3 Months Ended

Mar. 31, 2012

### [Retirement Benefit Plans](#)

#### [\[Abstract\]](#)

### [Retirement Benefit Plans](#)

#### **Note I - Retirement Benefit Plans**

The Company has non-contributory defined benefit pension plans covering certain U.S. employees. Plan benefits are generally based upon age at retirement, years of service and, for its salaried plan, the level of compensation. The Company also sponsors unfunded nonqualified supplemental retirement plans that provide certain current and former officers with benefits in excess of limits imposed by federal tax law.

The Company also provides health care and life insurance for retired salaried employees in the United States who meet specific eligibility requirements.

Significant disclosures relating to these benefit plans for the first quarter of fiscal 2012 and 2011 follow:

	Pension Benefits Three Months Ended		Postretirement Benefits Three Months Ended	
	March 31, 2012	April 2, 2011	March 31, 2012	April 2, 2011
Service cost	\$ 672,647	\$ 530,252	\$ 37,500	\$ 31,616
Interest cost	713,980	737,418	34,000	34,188
Expected return on plan assets	(982,747)	(912,571)	(24,250)	(24,825)
Amortization of prior service cost	41,409	48,537	(6,000)	(5,972)
Amortization of the net loss	242,847	224,264	-	-
Net periodic benefit cost	<u>\$ 688,136</u>	<u>\$ 627,900</u>	<u>\$ 41,250</u>	<u>\$ 35,007</u>

The Company's funding policy with respect to its qualified plans is to contribute at least the minimum amount required by applicable laws and regulations. In 2012, the Company is required to contribute \$3,472,000 into its pension plans and \$155,000 into its postretirement plan. As of March 31, 2012, the Company has made contributions totaling \$414,000 into its pension plans and \$40,000 to its postretirement plan and will make the remaining contributions as required during the remainder of the year.

The Company has a contributory savings plan under Section 401(k) of the Internal Revenue Code covering substantially all U.S. non-union employees. The plan allows participants to make voluntary contributions of up to 100% of their annual compensation on a pretax basis, subject to IRS limitations. The plan provides for contributions by the Company at its discretion. The Company made contributions of \$49,456 and \$48,130 in the first quarter of 2012 and 2011, respectively.

**CONDENSED  
CONSOLIDATED  
STATEMENTS OF  
COMPREHENSIVE  
INCOME (UNAUDITED)  
(USD \$)**

**3 Months Ended**  
  
**Mar. 31, Apr. 02,  
2012 2011**

**CONDENSED CONSOLIDATED STATEMENTS OF COMPREHENSIVE  
INCOME (UNAUDITED) [Abstract]**

<u>Net income</u>	\$	\$
	2,045,608	1,098,174
<b><u>Other comprehensive income -</u></b>		
<u>Change in foreign currency translation</u>	462,885	303,187
<u>Change in pension and postretirement benefit costs, net of taxes of: 2012 - \$98,085 2011 - \$93,381</u>	180,171	172,772
<u>Total other comprehensive income</u>	643,056	475,959
<u>Comprehensive income</u>	\$	\$
	2,688,664	1,574,133

## Inventories

**3 Months Ended  
Mar. 31, 2012**

[Inventories \[Abstract\]](#)  
[Inventories](#)

### Note C - Inventories

The components of inventories follow:

	<u>March 31, 2012</u>	<u>December 31, 2011</u>
<b>Raw material and component parts</b>	<b>\$ 12,003,319</b>	<b>\$ 11,863,199</b>
<b>Work in process</b>	<b>6,514,365</b>	<b>6,425,914</b>
<b>Finished goods</b>	<b>11,641,411</b>	<b>11,504,321</b>
	<b><u>\$ 30,159,095</u></b>	<b><u>\$ 29,793,434</u></b>