

# SECURITIES AND EXCHANGE COMMISSION

## FORM 10-Q

Quarterly report pursuant to sections 13 or 15(d)

Filing Date: **1994-01-11** | Period of Report: **1993-11-30**  
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### FILER

#### CHERRY CORP

CIK: [19704](#) | IRS No.: [362977756](#) | State of Incorporation: **DE** | Fiscal Year End: **0228**  
Type: **10-Q** | Act: **34** | File No.: [000-08955](#) | Film No.: [94500995](#)  
SIC: **3577** Computer peripheral equipment, nec

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( X ) QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15 OF  
THE SECURITIES EXCHANGE ACT OF 1934

For the quarterly period ended November 30, 1993

( ) TRANSITION REPORT PURSUANT TO SECTION 13 OR 15  
OF THE SECURITIES ACT OF 1934 FOR THE PERIOD  
Required

For the transition period from ( ) to ( )

Commission File No. 0-8951

THE CHEMRY CORPORATION

DELORANE 34-07774  
State of Ohio (Incorporation or organization) Identification Number  
2600 Avenue Heights, Manager, IN 43087  
Address of principal executive office (Zip Code)

Registrant's telephone number, including area code:  
(704) 840-0100  
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 (b) of the Securities Exchange Act of 1934 during the preceding 12 months for each month in which the registrant was required to file such reports; and (2) has been subject to such filing requirements for the past 90 days.

( X ) Yes ( ) No

4,483,967 common shares were outstanding as of November 30, 1993.

THE CHEMRY CORPORATION AND SUBSIDIARIES  
CONSOLIDATED BALANCE SHEETS  
(dollars in thousands)

CHAPTER: November 30, 1993 February 28, 1993  
(Unaudited) (Audited)

ASSETS:		
Cash and equivalents	\$ 2,513	\$ 1,131
Receivables, net of allowance	49,440	42,811
Prepaid expenses	37,275	32,095
Income taxes, net	1,360	1,400
Prepaid expenses	7,420	7,184
Total Current Assets	87,808	85,621

Land, buildings and equipment, net	94,279	92,785
Investment in affiliate and other assets	10,879	9,362
TOTAL ASSETS	192,966	187,768

LIABILITIES AND STOCKHOLDERS' INVESTMENT:		
Accounts payable	\$ 4,444	\$ 1,479
Payroll related liabilities	37,520	37,484
Current portion of long-term debt	17,139	7,782
Total Current Liabilities	59,103	46,745
Long-term debt	44,444	50,817
Deferred taxes and credits	11,276	13,427
Stockholders' investment:		
Common stock	4,410	4,414
Additional paid-in capital	18,818	8,778
Retained earnings	49,214	42,009
Comprehensive translation adjustments	1,000	5,182
Total Stockholders' Investment	69,442	60,483
TOTAL LIABILITIES AND STOCKHOLDERS' INVESTMENT	192,966	187,768

OFD: The accompanying notes are an integral part of the consolidated financial statements.  
OTABLE:

THE CHEMRY CORPORATION AND SUBSIDIARIES  
CONSOLIDATED STATEMENT OF EARNINGS  
(dollars in thousands except share data)

CHAPTER: Three Months Ended November 30, 1993 November 30, 1992

NET SALES	\$ 72,864	\$ 69,204	\$ 204,380	\$ 200,829
Cost of products sold	14,423	14,483	144,800	144,810
Gross margin	58,441	54,721	159,580	156,019
Expenses:				
Engineering	3,406	3,287	11,155	10,441
Manufacturing	2,464	2,208	12,212	12,262
Administration	4,118	4,214	15,471	14,711
Research and development	10,800	10,000	40,247	40,168
Operating income	37,649	34,012	127,715	128,458
Interest expense, net	(938)	(1,234)	(2,895)	(4,823)
Other income, net	361	205	1,134	519

Earnings before income taxes				
Extraordinary credit and cumulative effect of change in accounting principle	4,781	3,093	4,944	4,943
Income tax provision	1,724	1,078	3,191	3,513
Earnings before extraordinary credit and cumulative effect of change in accounting principle	3,057	2,015	1,753	1,430
Extraordinary tax credit	-	470	-	2,497
Comprehensive effect of change in method of accounting for income taxes (Note 2)	-	-	3,742	-
Net earnings	\$ 3,057	\$ 2,485	\$ 5,495	\$ 4,127

Net earnings per share:				
Before extraordinary tax credit and cumulative effect of change in accounting principle	\$ .44	\$ .44	\$ 1.34	\$ 1.33
Extraordinary tax credit	.15	.15	.45	.45
Cumulative effect of change in accounting principle	.00	.00	.70	.00
Net earnings	\$ .59	\$ .59	\$ 2.49	\$ 2.78
Average shares outstanding	4,483,967	4,157,403	4,487,448	4,177,114

OFD: The accompanying notes are an integral part of the consolidated financial statements.  
OTABLE:

THE CHEMRY CORPORATION AND SUBSIDIARIES  
CONDENSED CONSOLIDATED STATEMENT OF CASH FLOWS  
(dollars in thousands)

CHAPTER: Nine Months Ended November 30, 1993 1992

Cash from operating activities:		
Net earnings	\$ 7,295	\$ 4,129
Adjustments to reconcile net earnings to net cash provided by operating activities:		
Depreciation and amortization	12,982	13,939
Provision for losses on receivables	(1,443)	(1,008)
Provision for losses on buildings and equipment	314	48
Income tax expense/deferred income taxes	(481)	(504)
Changes in assets and liabilities:		
(Increase) decrease in receivables	(5,909)	(5,960)
(Increase) decrease in accounts payable	(1,249)	(1,020)
(Increase) decrease in income taxes, net	(523)	485
(Increase) decrease in deferred income taxes	482	307
Increase in other working capital, excluding cash and short-term debt	4,445	4,424
Total Adjustments	11,188	11,738
Net cash provided by operating activities	18,483	15,867
Cash from investing activities:		
Proceeds from sale of land, buildings and equipment	23	204
Expenditures for land, buildings and equipment	(14,421)	(14,420)
Other	(473)	147
Net cash used by investing activities	\$(14,461)	\$(14,069)
Cash from financing activities:		
Increase (decrease) in short-term debt	3,424	(7,100)
Increase (decrease) in long-term debt	41,438	41,363
Proceeds from line-of-term debt	5,161	-
Equity and other transactions	45	300
Net cash provided (used) by financing activities	50,068	(7,437)
Effect of exchange rate changes on cash flows	231	68
Net increase (decrease) in cash and equivalents	1,326	1,562
Cash and equivalents, beginning of year	1,131	4,184
Cash and equivalents, at end of period	\$ 2,513	\$ 4,184

OFD: The accompanying notes are an integral part of the consolidated financial statements.  
OTABLE:

THE CHEMRY CORPORATION AND SUBSIDIARIES  
NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS  
(dollars in thousands)

1. CONDENSED CONSOLIDATED FINANCIAL STATEMENTS  
The condensed consolidated balance sheet as of November 30, 1993 and the consolidated statements of earnings and the condensed consolidated statements of cash flows for the three and nine months ended November 30, 1993 and 1992, have been prepared by the Company's internal audit. In the opinion of management, all adjustments (which include only normal recurring adjustments) necessary to present fairly the financial position, results of operations and cash flows at November 30, 1993, and for the nine months ended November 30, 1993, are not material.

Details information and footnote disclosures normally included in financial statements prepared in accordance with generally accepted accounting principles have been condensed or omitted. It is suggested that these condensed consolidated financial statements be read in conjunction with the financial statements and notes thereto included in the Company's February 28, 1993 Annual Report to Stockholders. The results of operations for the three and nine months ended November 30, 1993 are not necessarily indicative of the operating results for a full year.

2. INVENTORIES  
Inventories were as follows:

	November 30, 1993	February 28, 1993
Finished Goods	\$ 11,710	\$ 11,274
Work-in-process	1,504	10,570
Component Parts	16,762	1,251
Raw Materials	3,274	2,370
	\$ 33,250	\$ 25,465

3. CUMULATIVE EFFECT OF CHANGE IN ACCOUNTING FOR INCOME TAXES  
Effective March 1, 1993, the Company revised its method of Financial Accounting Standards No. 109 "FASB 109" Accounting for Income Taxes. Under this statement, deferred tax liabilities and assets are determined

based on the difference between the financial statements and the balance sheet and liabilities using weighted tax rates in effect for the year 1984, which the differences are reported to revenue. Therefore the assets are to be recognized for the year 1984. The result in domestic operations amounts to foreign value, if in the opinion of management, it is more likely than not that the deferred tax assets will be realized.

The result of adopting SFAS No. 109 is a one time increase to net income of \$11 million reported in the cumulative effect of a change in accounting principle. This income is primarily the reported benefit of future tax deductions for expenses previously deducted for financial reporting purposes. The company also recorded additional deferred tax assets related to foreign tax credit carryforwards and payments (i.e. net carryforwards) shown other items, however, valuation allowances were applied to these items. The foreign tax credit carryforwards of \$1,493 reported for the year 1984. The foreign tax credit carryforwards of \$2,142 expire in 1985 and 2000.

As of March 1, 1985, after having given effect to SFAS No. 109, the company had recorded the following deferred taxes:

Deferred tax assets:	\$ 4,261
Less: Valuation Allowance:	2,976
Deferred tax assets, net:	\$ 1,285
Deferred tax liabilities:	\$11,446

The significant temporary differences and carryforwards which give rise to the above deferred tax assets are: reserves not yet deducted for tax purposes (\$1,781), foreign tax credit carryforwards (\$1,493) and payments to U.S. tax authorities (\$1,211). The significant temporary differences giving rise to the deferred tax liabilities are: accumulated depreciation (\$7,180) and translation adjustments (\$3,181).

The undistributed earnings of the company's United Kingdom subsidiary and Japanese affiliate will continue to be reported substantially. Payment of income taxes on distribution of these earnings, if any, would not be significant.

There were no other inquiries on net earnings for any periods presented as a result of the adoption of SFAS 109.

#### 4. EMPLOYEE BENEFIT PLANS

The company currently offers an pension/benefit plan to employees under the plan. However, the statement of financial accounting standards No. 106 "Employee Accounting for Pension/Benefit Plans" does not apply.

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

##### Results of Operations

Record net sales of \$71.9 million were achieved in the third quarter of the current year and compared the prior year's record of \$61.1 million. Fiscal 1984 third quarter domestic sales increased \$7.3 million or 11.4% over the comparable period of the prior year, whereas foreign sales declined \$1.1 million or 9.1%. Over 94% of the \$1.1 million decline in foreign sales was due to foreign currency translation. However, foreign sales were down 10% on a constant currency basis. The decline in domestic products continues to propel the significant increases registered by our domestic operations.

Net sales of \$204.4 million for the first nine months of the current year and \$184.1 million for the comparable period of the prior year. Domestic sales, adjusted by automotive specialty, increased \$18.3 million or 10.1%, whereas foreign sales declined \$1.3 million or 4.1%. Foreign currency translation accounts for approximately 44% of this decline in foreign sales. The revenues in Europe continued with reduced demand and decreased selling price programs have all contributed to the net overall decrease in foreign sales. However, third quarter foreign sales were approximately 25% higher than the second quarter of the current year. We note the recession in Europe is over, but the near term outlook is better than we've seen in some time with our sales kept increasing in the third quarter. Time will tell us if this is sustainable and how rapidly the European economies will recover.

The gross margin for the third quarter of the current year increased \$1.9 million to \$11.9 million from \$10.0 million for the comparable period of the prior year. Increased domestic sales volume and cost containment and the reduction of our foreign losses were the primary reasons for this improvement.

On a year-to-date basis, the gross margin for the current year declined 1.5 million to \$31.4 million from \$30.1 million for the comparable period of the prior year. Manufacturing efficiencies realized from increases in domestic sales volume were offset by European sales declines.

Operating expenses for the third quarter of the current year were \$16.0 million, an increase of \$1 million, over the \$15.0 million for the comparable period of the prior year. Domestic operating expenses increased \$1.2 million, while foreign operating expenses declined \$0.4 million. Domestic operating expenses increased \$1.2 million over the prior year. Domestic operating expenses increased \$1.2 million over the prior year due to the increase in domestic sales volume and the increase in selling price programs. The increase in domestic operating expenses relate primarily to additional selling and engineering support in response to our continued growth in domestic sales.

On a year-to-date basis, operating expenses increased \$1.8 million, over the comparable prior year period with domestic expenses of \$1.1 million and foreign sales \$1.1 million. Foreign operating expenses were approximately \$1.1 million lower than the prior year due to favorable currency translation rate effects. Reasons for the change between domestic and foreign operating expenses relate to the third quarter above.

As a result of the above factors, operating profit for the third quarter of the current year increased \$1.1 million over the comparable period of the prior year, with \$1.1 million coming from domestic operations. On a year-to-date basis, operating profit is still down \$1.4 million (3%) from the prior year.

Other income, net for the current quarter and nine months totaled \$1.2 million higher per quarter than the comparable prior year periods primarily from foreign exchange transaction gains in the current year versus losses in the prior year.

Net interest expense for the current quarter and nine month periods declined \$1.3 million to 14% and \$1.1 million or 20%, respectively, from the comparable periods of the prior year. Lower interest rates and reductions in total foreign DMC are the primary reasons for the decline in the net interest expense.

The effective tax rate for the current year nine month period was 21.7% versus 20.9% for the comparable period of the prior year. With the majority of current year post-tax income associated with domestic operations the current year's rate is more closely associated with the U.S. statutory rate than in the prior year.

Amounts before extraordinary credits and the cumulative effect of a change in accounting principle were a record \$2.1 billion or 3.4% per share for the current year third quarter versus \$1.1 billion or 1.6% per share for the comparable prior year period. Current year nine month earnings were \$1.9 billion or 2.8% per share versus \$1.1 billion or 1.5% per share for the comparable period of the prior year. The change in earnings resulted from the combination of factors noted above.

In the first quarter of the current year, the company implemented statement of financial accounting standards No. 109 (SFAS 109) "Accounting for Income Taxes" in accordance with the provisions of SFAS 109. The change recognized tax assets principally related to the expense benefit of foreign tax deductions for expenses previously reported for financial reporting purposes. The resulting \$1.1 million benefit (13 per share) was recorded in the first quarter and had no effect on the cumulative effect of a change in accounting principle. The implementation of SFAS 109 had no other impact on income for the current year first quarter.

The extraordinary tax credits for the prior year third quarter and nine month results from the utilization of net operating loss carryforwards, primarily from domestic operations, in accordance with the provisions of Accounting Principles Board Opinion No. 11.

We have continued to make progress in lowering our overall DMC, reducing net DMC to capital ratio to 29.0% on November 30, 1983 from 31.6% on February 29, 1983.

Consolidated operations generated \$10.8 million in cash for the nine month period ended November 30, 1983. Additional financing was obtained from \$1.1 million of short-term Finance Brokerage and \$1.0 million from the long-term domestic credit line.

We invested \$1.1 million in capital equipment and repaid \$1.4 million of long-term DMC. \$1.1 million of which was foreign. The effect of exchange rate changes in cash flow and increases in non-revolving short-term assets account for the remaining net cash in change.

Despite difficult operating conditions, our foreign facilities continue to generate cash from good working capital management, and contributed approximately \$1.1 million of the \$10.8 million generated by consolidated operations.

In March, the strong domestic growth in sales, domestic capital expenditures have been increased and comprise \$1.9 million of the consolidated capital expenditures.

The Company has various loan agreements and lines of credit, which together with internally generated funds are considered sufficient to finance working capital and capital asset requirements through February 1984. However, purchased growth in fiscal 1984 will require \$1.0 million additional financing and the company is in the process of analyzing various options available.

During the current fiscal quarter, the company entered into two additional, non-revolving credit facilities totaling \$2 million under these facilities, the company is able to borrow funds at a rate of 12.5% per 175 which is better than the rate available to the company on its domestic revolving credit facility. Since these new facilities are uncommitted, the company will not commit its committed revolving credit facility but will allow within the new facilities, while available, to reduce the cost of borrowing.

#### DISCLOSURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has caused this report to be signed on its behalf by the undersigned, a duly authorized officer.

THE CHERRY CORPORATION  
By: Dan A. King  
Dan A. King  
Treasurer, Secretary and  
Corporate Controller

DATE: January 31, 1984