

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 July 31, 2001

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 0-6050

POWELL INDUSTRIES, INC.

-----  
(Exact name of registrant as specified in its charter)

NEVADA

88-0106100

-----  
(State or other jurisdiction of incorporation or organization)

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

8550 Mosley Drive, Houston, Texas

77075-1180

-----  
(Address of principal executive offices)

-----  
(Zip Code)

Registrant's telephone number, including area code (713) 944-6900  
-----

Indicate by "X" 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 X No  
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Common Stock, par value \$.01 per share; 10,438,330 shares outstanding as of September 6, 2001.

Powell Industries, Inc. and Subsidiaries

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POWELL INDUSTRIES, INC. AND SUBSIDIARIES  
CONDENSED CONSOLIDATED BALANCE SHEETS  
(IN THOUSANDS, EXCEPT PER SHARE DATA)

	JULY 31, 2001	OCTOBER 31, 2000
	----- (UNAUDITED)	-----
<b>ASSETS</b>		
Current Assets:		
Cash and cash equivalents.....	\$ 231	\$ 2,114
Accounts receivable, less allowance for doubtful accounts of \$880 and \$505, respectively.....	52,232	54,205
Costs and estimated earnings in excess of billings.....	35,306	24,292
Inventories.....	23,817	17,523
Deferred income taxes and income taxes receivable.....	179	1,012
Prepaid expenses and other current assets.....	1,669	827
	-----	-----
Total Current Assets.....	113,434	99,973
Property, plant and equipment, net.....	34,271	31,383
Deferred income taxes.....	1,638	1,419
Other assets .....	4,997	5,151
	-----	-----
Total Assets.....	\$154,340	\$137,926
	=====	=====
<b>LIABILITIES AND STOCKHOLDERS' EQUITY</b>		
Current Liabilities:		
Short-term debt.....	\$ 2,500	\$ ---
Current maturities of long-term debt.....	1,429	1,429
Accounts and income taxes payable.....	14,255	16,373
Accrued salaries, bonuses and commissions.....	8,097	6,736
Accrued product warranty.....	1,584	1,316
Other accrued expenses.....	6,200	5,296
Billings in excess of costs and estimated earnings.....	9,336	5,315
	-----	-----
Total Current Liabilities.....	43,401	36,465
Long-term debt, net of current maturities .....	4,643	5,714
Deferred compensation expense.....	1,361	1,241
Postretirement benefits liability.....	418	419
Commitments and contingencies		
Stockholders' Equity:		
Preferred stock, par value \$.01; 5,000 shares authorized; none issued		
Common stock, par value \$.01; 30,000 shares authorized; 10,964 and 10,821 shares issued.....	109	108
Additional paid-in capital.....	8,215	6,830
Accumulated other comprehensive income (loss): fair value of interest rate swap.....	(106)	---
Treasury stock, 530 shares and 505 shares respectively, at cost.....	(4,936)	(4,669)
Deferred compensation-ESOP.....	(2,421)	(2,607)
Retained earnings.....	103,656	94,425
	-----	-----
Total Stockholders' Equity.....	104,517	94,087
	-----	-----
Total Liabilities and Stockholders' Equity.....	\$154,340	\$137,926
	=====	=====

The accompanying notes are an integral part of these condensed consolidated financial statements.

POWELL INDUSTRIES, INC. AND SUBSIDIARIES  
 CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS (UNAUDITED)  
 (IN THOUSANDS, EXCEPT PER SHARE DATA)

	THREE MONTHS ENDED JULY 31,	
	2001	2000
Revenues.....	\$70,780	\$54,476
Cost of goods sold.....	55,028	43,899
	15,752	10,577
Gross profit.....		
Selling, general and administrative expenses.....	9,129	7,499
	6,623	3,078
Earnings before interest and income taxes.....		
Interest expense, net.....	154	14
	6,469	3,064
Earnings before income taxes.....		
Income tax provision.....	2,243	1,086
	\$ 4,226	\$ 1,978
Net earnings.....	=====	=====
Net earnings per common share:		
Basic.....	\$ 0.41	\$ 0.19
Diluted.....	0.40	0.19
Weighted average number of common shares outstanding.....	10,427	10,362
	=====	=====
Weighted average number of common and common equivalent shares outstanding.....	10,617	10,434
	=====	=====

The accompanying notes are an integral part of these condensed consolidated financial statements.

POWELL INDUSTRIES, INC. AND SUBSIDIARIES  
 CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS (UNAUDITED)  
 (IN THOUSANDS, EXCEPT PER SHARE DATA)

	NINE MONTHS ENDED 2001	JULY 31, 2000
	-----	-----
Revenues.....	\$194,650	\$ 160,376
Cost of goods sold.....	153,458	131,253
	-----	-----
Gross profit.....	41,192	29,123
Selling, general and administrative expenses.....	26,743	21,999
	-----	-----
Earnings before interest and income taxes.....	14,449	7,124
Interest expense (income), net.....	232	(57)
	-----	-----
Earnings before income taxes.....	14,217	7,181
Income tax provision.....	4,986	2,470
	-----	-----
Net earnings.....	\$ 9,231	\$ 4,711
	=====	=====
Net earnings per common share:		
Basic.....	\$ 0.89	\$ 0.45
Diluted.....	0.88	0.45
Weighted average number of common shares outstanding.....	10,362	10,490
	=====	=====
Weighted average number of common and common equivalent shares outstanding.....	10,513	10,556
	=====	=====

The accompanying notes are an integral part of these condensed consolidated financial statements.

POWELL INDUSTRIES, INC. AND SUBSIDIARIES  
CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS (UNAUDITED)  
(IN THOUSANDS)

	NINE MONTHS ENDED 2001	JULY 31, 2000
	-----	-----
<b>Operating Activities:</b>		
Net earnings.....	\$ 9,231	\$ 4,711
Adjustments to reconcile net earnings to net cash provided by operating activities:		
Depreciation and amortization.....	3,338	3,412
(Gain)/loss on disposition of assets.....	121	--
Deferred income tax provision (benefit).....	(219)	923
Change in postretirement benefits liability.....	(1)	(149)
Changes in operating assets and liabilities:		
Accounts receivable, net.....	1,973	7,836
Costs and estimated earnings in excess of billings.....	(11,014)	(11,078)
Inventories.....	(6,294)	(5,004)
Prepaid expenses and other current assets.....	(842)	456
Other assets.....	(102)	(442)
Accounts payable and income taxes payable or receivable.....	(1,284)	81
Accrued liabilities.....	2,533	2,132
Billings in excess of costs and estimated earnings.....	4,021	(577)
Deferred compensation expense.....	306	279
	-----	-----
Net cash provided by operating activities.....	1,767	2,580
<b>Investing Activities:</b>		
Purchases of property, plant and equipment.....	(6,197)	(2,054)
	-----	-----
Net cash used in investing activities.....	(6,197)	(2,054)
	-----	-----
<b>Financing Activities:</b>		
Borrowings of short-term debt.....	19,750	--
Repayments of short-term debt.....	(17,250)	--
Repayments of long-term debt.....	(1,071)	(2,071)
Payments to reacquire common stock.....	(267)	(4,139)
Exercise of stock options.....	1,385	850
	-----	-----
Net cash provided by (used in) financing activities.....	2,547	(5,360)
	-----	-----
Net decrease in cash and cash equivalents.....	(1,883)	(4,834)
Cash and cash equivalents at beginning of period.....	2,114	10,646
	-----	-----
Cash and cash equivalents at end of period.....	\$ 231	\$ 5,812
	=====	=====
<b>Supplemental disclosure of cash flow information (in thousands):</b>		
Cash paid during the period for:		
Interest.....	\$ 506	\$ 468
Income taxes.....	\$ 4,100	\$ 2,000

The accompanying notes are an integral part of these condensed consolidated financial statements.

## Part I

## Item 1

POWELL INDUSTRIES, INC. AND SUBSIDIARIES  
NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

## A. BASIS OF PRESENTATION

The accompanying unaudited condensed consolidated financial statements have been prepared in accordance with the instructions to Form 10-Q and, in the opinion of management, reflect all adjustments which are of a normal recurring nature necessary for a fair presentation of financial position, results of operations, and cash flows. These financial statements should be read in conjunction with the financial statements and notes thereto included in the Company's October 31, 2000 annual report on Form 10-K.

In December 1999, the Securities and Exchange Commission staff issued Staff Accounting Bulletin No. 101 (SAB101). The Staff has deferred the implementation date of SAB 101 until no later than the fourth quarter of fiscal years beginning after December 15, 1999. SAB 101 reflects the basic principles of revenue recognition and does not supersede any existing authoritative literature. The Company expects to implement SAB 101 in the quarter beginning August 1, 2001. Management has reviewed the staff's views presented in SAB 101 and does not believe its adoption will have a material impact on the financial position or results of operations of the Company.

On June 30, 2001 the Financial Accounting Standards Board ("FASB") adopted Statement of Financial Accounting Standards ("SFAS") Nos. 141 "Business Combinations" and 142 "Goodwill and Other Intangible Assets". SFAS Nos. 141 and 142 are effective for fiscal years beginning after December 15, 2001. The Company plans to adopt these statements effective November 1, 2002. SFAS No. 141 requires that all business combinations completed after June 30, 2001, be accounted for using the purchase method. The Company does not believe that the effect on its Financial Statements of the adoption of SFAS No. 141 will be material. SFAS No. 142 requires that goodwill no longer be amortized but be subject to an annual assessment for impairment based on a fair value test. In addition, acquired intangible assets are required to be separately recognized if the benefit of the asset is based on contractual or legal rights. The Company is evaluating the impact of the standard's requirement for goodwill impairment analysis and acquired intangible assets. Goodwill amortization for three and nine months ended July 31, 2001 was \$36,000 and \$109,000, respectively, which had an earnings per diluted share impact of \$0.00 and \$0.01 for the respective periods.

## B. INVENTORY

	July 31, 2001	October 31, 2000
	-----	-----
	(unaudited)	
The components of inventory are summarized below (in thousands):		
Raw materials, parts and subassemblies.....	\$15,907	\$11,162
Work-in-process.....	7,910	6,361
	-----	-----
Total inventories.....	\$23,817	\$17,523
	=====	=====

## C. PROPERTY, PLANT AND EQUIPMENT

	July 31, 2001	October 31, 2000
	-----	-----
	(unaudited)	
Property, plant and equipment is summarized below (in thousands):		
Land.....	\$ 5,376	\$ 3,193
Buildings and improvements.....	30,825	30,640
Machinery and equipment.....	31,481	29,001
Furniture & fixtures.....	3,829	3,690
Construction in process.....	2,130	1,141
	-----	-----
	73,641	67,665
Less-accumulated depreciation.....	(39,370)	(36,282)
	-----	-----
Total property, plant and equipment, net.....	\$ 34,271	\$ 31,383
	=====	=====

## D. PRODUCTION CONTRACTS

For contracts for which the percentage-of-completion method is used, costs and estimated earnings in excess of billings are shown as a current asset and billings in excess of costs and estimated earnings are shown as a current liability. The components of these contracts are as follows (in thousands):

	July 31, 2001 ----- (unaudited)	October 31, 2000 -----
Costs and estimated earnings	\$ 214,337	\$ 120,641
Progress billings	(179,031)	(96,349)
	-----	-----
Total costs and estimated earnings in excess of billings	\$ 35,306	\$ 24,292
	=====	=====
Progress billings	\$ 71,534	\$ 91,766
Costs and estimated earnings	(62,198)	(86,451)
	-----	-----
Total billings in excess of costs and estimated earnings	\$ 9,336	\$ 5,315
	=====	=====

## E. EARNINGS PER SHARE

The following table sets forth the computation of basic and diluted earnings per share (in thousands, except per share data):

	Three Months Ended July 31, 2001                      2000 ----                      ---- (unaudited)		Nine Months Ended July 31, 2001                      2000 ----                      ---- (unaudited)	
Numerator:				
Numerator for basic and diluted earnings per share-earnings from operations available to common stockholders.....	\$4,226	\$1,978	\$9,231	\$4,711
	=====	=====	=====	=====
Denominator:				
Denominator for basic earnings per share-weighted average shares.....	10,427	10,362	10,362	10,490
Effect of dilutive securities-employee stock options...	190	72	151	66
	-----	-----	-----	-----
Denominator for diluted earnings per share-adjusted weighted-average shares with assumed conversions.....	10,617	10,434	10,513	10,556
	=====	=====	=====	=====
Basic earnings per share.....	\$0.41	\$0.19	\$0.89	\$0.45
	=====	=====	=====	=====
Diluted earnings per share.....	\$0.40	\$0.19	\$0.88	\$0.45
	=====	=====	=====	=====

## F. COMPREHENSIVE INCOME

The Company adopted SFAS No. 133 as amended on November 1, 2000. Accordingly, the Company recorded an asset of \$192,000 representing the fair value of its interest rate swap agreement which is used by the Company in the management of interest rate exposure. The Company also realized this amount as a component of comprehensive income (loss). The Company's comprehensive income (loss), which encompasses net income and the change in fair value of hedge instruments, is as follows (in thousands):

	Three Months Ended July 31, 2001 ----	Nine Months Ended July 31, 2001 ----
Net income.....	\$4,226	\$9,231
Initial adoption of SFAS 133.....	192	192
Change in fair value of hedge instrument.....	(66)	(298)
	-----	-----
Comprehensive income(loss).....	\$4,352	\$9,125
	=====	=====

## G. BUSINESS SEGMENTS

The Company has three reportable segments: 1. Switchgear and related equipment and service (Switchgear) for distribution, control and management of electrical energy, 2. Bus duct products (Bus Duct) for distribution of electric power, and 3. Process Control Systems which consists principally of instrumentation, computer control, communications and data management systems for the control of dynamic processes.

The tables below reflect certain information relating to the Company's operations by segment. Substantially all revenues represent sales to unaffiliated customers. The accounting policies of the segments are the same as those described in the summary of significant accounting policies as discussed in the Company's annual report on Form 10-K for the year ended October 31, 2000. For purposes of this presentation, all general corporate expenses have been allocated among operating segments based primarily on revenues. In addition, the corporate assets are mainly cash and cash equivalents transferred to the corporate office from the segments. Interest charges and credits to the segments from the corporate office are based on use of funds.

The required disclosures for the business segments are set forth below (in thousands):

	Three Months Ended July 31, 2001                      2000 -----                      ----- (unaudited)		Nine Months Ended July 31, 2001                      2000 -----                      ----- (unaudited)	
Revenues:				
Switchgear.....	\$52,925	\$37,959	\$143,786	\$114,657
Bus Duct.....	11,557	8,341	31,052	23,116
Process Control Systems.....	6,298	8,176	19,811	22,603
	-----	-----	-----	-----
Total Revenues.....	\$70,780	\$54,476	\$194,649	\$160,376
	=====	=====	=====	=====
Earnings from operations before income taxes:				
Switchgear.....	\$ 4,480	\$ 1,386	\$ 8,632	\$ 3,658
Bus Duct.....	1,650	1,610	5,031	3,920
Process Control Systems.....	339	68	554	(397)
	-----	-----	-----	-----
Total earnings from operations before income taxes.....	\$ 6,469	\$ 3,064	\$ 14,217	\$ 7,181
	=====	=====	=====	=====
		July 31, 2001 ----- (unaudited)	October 31, 2000 -----	
Assets				
Switchgear.....		\$112,688	\$100,071	
Bus Duct.....		19,993	15,608	
Process Control Systems.....		16,134	14,331	
Corporate.....		5,525	7,916	
		-----	-----	
Total Assets.....		\$154,340	\$137,926	
		=====	=====	

## Part I

## Item 2

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

## RESULTS OF OPERATIONS

The following table sets forth, as a percentage of revenues, certain items from the Condensed Consolidated Statements of Operations.

	July 31, 2001		July 31, 2000	
	Three Months Ended	Nine Months Ended	Three Months Ended	Nine Months Ended
Revenues	100.0%	100.0%	100.0%	100.0%
Gross profit	22.3	21.2	19.4	18.2
Selling, general and administrative Expenses	12.9	13.7	13.8	13.7
Interest expense, net	0.2	0.1	--	--
Earnings from operations before income taxes	9.1	7.3	5.6	4.4
Income tax provision	3.1	2.6	2.0	1.5
Net earnings	6.0	4.7	3.6	2.9

Revenues for the quarter ended July 31, 2001 were up 29.9 percent to \$70,780,000 from \$54,476,000 in the third quarter of last year. Revenues for the nine months ended July 31, 2001, were up 21.4 percent to \$194,650,000 from \$160,376,000 for the same nine-month period last year. The increase in revenues was in the Switchgear products and Bus Duct segments due to increasing demand for our products and services from the domestic electric power production and distribution and the oil and gas production markets.

Gross profit, as a percentage of revenues, was 22.3 percent and 19.4 percent for the quarter ended July 31, 2001 and 2000, respectively. Gross profit, as a percentage of revenues, was 21.2 percent and 18.2 percent for the nine months ended July 31, 2001 and 2000, respectively. The higher percentages in 2001 were mainly due to increased volume. The nine months gross profit percentage of 2000 was also adversely effected by recognition of additional costs to complete on two major contracts in the Process Control segment.

Selling, general and administrative expenses as a percentage of revenues were 12.9 percent and 13.8 percent for the quarter ended July 31, 2001 and 2000, respectively. Selling, general and administrative expenses as a percent of revenues were 13.7 percent for both the nine months ended July 31, 2001 and 2000. The lower percentages during the quarter were due to lower wages and payroll related expenses.

Interest expense (income), net The following schedule shows the amounts for interest expense and income:

	July 31, 2001		July 31, 2000	
	Three Months Ended	Nine Months Ended	Three Months Ended	Nine Months Ended
Expense.....	\$ 244	\$ 530	\$ 193	\$ 491
Income.....	(90)	(298)	(179)	(548)
Net.....	\$ 154	\$ 232	\$ 14	\$ (57)

Interest expense in fiscal year 2001 and 2000 was primarily related to bank notes payable at rates between 5.2 percent and 8.25 percent. Sources of the interest income were related to notes receivable and short-term investment of available funds at various rates between 1.6 percent and 7.0 percent.

Income tax provision The effective tax rate on earnings was 34.7 percent and 35.4 percent for the quarters ended July 31, 2001 and 2000, respectively. The effective tax rate on earnings was 35.1 percent and 34.4 percent for the nine months ended July 31, 2001 and 2000,

respectively. The increases for the three months and the nine months were primarily due to lower estimated foreign sales corporation credits because of lower export sales compared to the prior year. The increases were also due to higher graduated federal and state tax rates based upon higher pre-tax earnings.

Net earnings were \$4,226,000 or \$0.40 per diluted share for the third quarter of fiscal 2001, an increase from \$1,978,000 or \$0.19 per diluted share for the same period last year. Net earnings were \$9,231,000 or \$0.88 per diluted share for the first nine months of fiscal 2001, an increase from \$4,711,000 or \$0.45 per diluted share for the same period last year. The increase was mainly due to higher volume and gross margins in the Switchgear and Bus Duct segments.

Backlog at July 31, 2001 was \$200,922,000, compared to \$187,364,000 and \$155,850,000 at April 30, 2001, and at October 31, 2000, respectively, an increase of \$13,558,000 for the three months and \$45,072,000 for the nine months. The increase in backlog was primarily in the Switchgear segment due mainly to increased bookings from the domestic electric power production and distribution market. This was partially offset by lower demand in the Bus Duct segment.

	July 2001	April 2001	October 2000
Switchgear.....	\$145,706,000	\$133,327,000	\$ 98,472,000
Bus Duct.....	23,297,000	26,120,000	27,986,000
Process Control.....	31,919,000	27,917,000	29,392,000
Total	\$200,922,000	\$187,364,000	\$155,850,000

#### LIQUIDITY AND CAPITAL RESOURCES

In September 1998, the Company amended a revolving line of credit agreement with a major domestic bank. The amendment provided for a \$10,000,000 term loan and a revolving line of credit of \$20,000,000. In December 1999 the revolving line of credit was amended to reduce the line to \$15,000,000 and to extend the maturity date to February 2002. The term of the loan was five years with nineteen equal quarterly payments of \$357,143 and a final payment of the remaining principal balance on September 30, 2003. The effective interest rate, after including an interest rate swap negotiated with the trust company of the same domestic bank, is 5.2 percent per annum plus a .75 to 1.25 percent fee based on financial covenants. Funds provided by the revolving line of credit for the nine months ended July 31, 2001, were approximately \$2,500,000, which included borrowing of approximately \$19,750,000 offset by repayments of approximately \$17,250,000.

The Company's ability to satisfy its cash requirements is evaluated by analyzing key measures of liquidity applicable to the Company. The following table is a summary of the measures which are significant to management:

	July 31, 2001	October 31, 2000
Working Capital	\$70,031,000	\$63,508,000
Current Ratio	2.61 to 1	2.75 to 1
Long-term Debt to Capitalization	.1 to 1	.1 to 1

Management believes that the Company continues to maintain a strong liquidity position. The \$6,523,000 increase in working capital during the nine months ended July 31, 2001 reflects the Company's increasing level of manufacturing activity as measured by higher revenues and increasing backlog. The Company is working to reduce inventory levels relative to the level of manufacturing activity, and to minimize its investment in other working capital assets through timely invoicing and collection and negotiation of prompt payment terms with customers.

Cash and cash equivalents decreased by \$1,883,000 during the nine months ended July 31, 2001. The primary use of cash during this period was to fund working capital increases. The increase in net borrowings for the nine months ended July 31, 2001, was the result of borrowings on the revolving line of credit.

The Company had a stock repurchase plan under which the Company was authorized to spend up to \$5,000,000 for purchases of its common stock. Pursuant to this plan, the Company repurchased 530,100 shares of its common stock at an aggregate cost of approximately \$4,936,000 through January 31, 2001. Repurchased shares were added to treasury stock and are available for general corporate purposes including issuance under the Company's employee stock option plan. No additional shares will be purchased under this plan.

On April 30, 2001, the Board of Directors approved the Company's planned plant expansion in the Chicago operations of the Bus Duct segment. The Company expects to invest a total of approximately \$9.0 million during fiscal 2001 and 2002 on this project. During the third quarter the Board of Directors also approved an additional \$10.0 million for capital expenditures and plant expansions in the Switchgear segment.

The Company believes the current credit facilities coupled with the Company's additional borrowing capacity along with cash generated from operations will be sufficient to fund the Company's current operations, internal growth and possible acquisitions.

The previous discussion should be read in conjunction with the consolidated financial statements.

#### FORWARD-LOOKING STATEMENT

Any forward-looking statements in the preceding paragraphs of the Form 10-Q are made pursuant to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. Investors are cautioned that such forward-looking statements involve risks and uncertainty in that actual results may differ materially from those projected in the forward-looking statements. These risks and uncertainties include, without limitation, difficulties which could arise in obtaining materials or components in sufficient quantities as needed for the Company's manufacturing and assembly operations, unforeseen political or economic problems in countries to which the Company exports its products in relation to the Company's principal competitors, any significant decrease in the Company's backlog of orders, any material employee relations problems, or any material litigation or claims made against the Company, as well as general market conditions, competition and pricing.

## Part 1

## Item 3

## QUANTITATIVE AND QUALITATIVE DISCLOSURE ABOUT MARKET RISK

The Company's financial instruments include cash and equivalents, accounts receivable, accounts payable, debt obligations and an interest rate swaps. The book value of cash and cash equivalents, accounts receivable and accounts payable are considered to be representative of fair value because of the short maturity of these instruments. The Company believes that the carrying value of its borrowings under the credit agreement approximate their fair value as they bear interest at rates indexed to the Bank's IBOR. The Company's accounts receivable are not concentrated in one customer or one industry and are not viewed as an unusual credit risk. The Company had recorded an allowance for doubtful accounts of \$880,000 at July 31, 2001 and \$505,000 at October 31, 2000, respectively.

The interest rate swap agreement, which is used by the Company in the management of interest rate exposure, is accounted for on the accrual basis. Income and expense resulting from this agreement is recorded in the same category as interest expense accrued on the related term note. Amounts to be paid or received under the interest rate swap agreement are recognized as adjustments to interest expense in the periods in which they occur.

At July 31, 2001 the Company had \$6,072,000 in borrowings subject to the interest rate swap at a rate of 5.20 percent through September 30, 2003. The 5.20 percent rate is currently approximately 0.3 percent above market and should represent approximately \$23,000 of increased interest expense for fiscal year 2001 assuming the current market interest rates do not change. The approximate fair value of the swap agreement at July 31, 2001 is (\$106,000). The fair value is the estimated amount the Company would pay to terminate the contract. The agreements require that the Company pay the counterparty at the above fixed swap rate and require the counterparty to pay the Company interest at the 90 day LIBOR rate. The closing 90 day LIBOR rate on July 31, 2001 was 3.71 percent.

## Part II

## OTHER INFORMATION

- ITEM 1.       Legal Proceedings  
The Company is a party to disputes arising in the ordinary course of business. Management does not believe that the ultimate outcome of these disputes will materially affect the financial position or results of operations of the Company.
- ITEM 2.       Changes in Securities and Use of Proceeds  
During the quarter ended July 31, 2001, the Company issued a total of 66,880 shares of common stock that were not registered under the Securities Act in reliance upon Section 4(2) of the Act exempting transactions by an issuer not involving a public offering. Such shares were issued to certain employees of the Company upon the exercise of options granted to such employees under the 1992 Powell Industries Stock Option Plan. The Aggregate consideration received by the Company in connection with the issuance of such shares was \$ 951,000.
- ITEM 3.       Defaults Upon Senior Securities  
Not applicable
- ITEM 4.       Submission of Matters to a Vote of Security Holders  
None
- ITEM 5.       Other Information  
None
- ITEM 6.       Exhibits and Reports on Form 8-K  
a. Exhibits  
None  
b. Reports on Form 8-K  
None

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.

POWELL INDUSTRIES, INC.  
Registrant

September 14, 2001  
-----  
Date

/s/ THOMAS W. POWELL  
-----  
Thomas W. Powell  
President and Chief Executive Officer  
(Principal Executive and Financial Officer)

September 14, 2001  
-----  
Date

/s/ ROBERT B. GREGORY  
-----  
Robert B. Gregory  
Corporate Controller  
(Principal Accounting Officer)