## UNITED STATES

## SECURITIES AND EXCHANGE COMMISSION

 WASHINGTON D.C. 20549FORM 10-Q
(Mark one)
[X] Quarterly Report pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934 for the quarterly period ended April 30, 2000
or
[ ] Transition Report pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934 for the transition period from $\qquad$ to $\qquad$ Commission File Number 0-6050

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POWELL INDUSTRIES, INC.
```

(Exact name of registrant as specified in its charter)

## NEVADA

## 88-0106100

(State or other jurisdiction of incorporation or organization)
(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 $X \quad$ No

Common Stock, par value $\$ .01$ per share; 10,367,000 shares outstanding on April 30, 2000.
Part I - Financial Information
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The accompanying notes are an integral part of these condensed consolidated financial statements.

|  | THREE MONTHS ENDED 2000 | APRIL 30, 1999 |
| :---: | :---: | :---: |
|  | \$56,409 | \$56,331 |
| Cost of goods sold. | 46,905 | 46,093 |
| Gross profit. | 9,504 | 10,238 |
| Selling, general and administrative expenses. | 7,373 | 7,497 |
| Earnings before interest and income taxes. | 2,131 | 2,741 |
| Interest expense (income), net. | (14) | 137 |
| Earnings before income taxes. | 2,145 | 2,604 |
| Income tax provision........................................................................... | 716 | 784 |
| Net earnings. | \$ 1,429 | \$ 1,820 |
| Net earnings per common share: |  |  |
| Basic. | \$ 0.14 | \$ 0.17 |
| Diluted. | 0.14 | 0.17 |
| Weighted average number of common shares outstanding. | 10,447 $======$ | = $=====$ |
| Weighted average number of common and common equivalent shares outstanding. | 10,542 | 10,720 | condensed consolidated financial statements.


|  | $\begin{aligned} & \text { SIX MONTHS ENDED } \\ & 2000 \end{aligned}$ | $\begin{aligned} & \text { APRIL } 30, \\ & 1999 \end{aligned}$ |
| :---: | :---: | :---: |
| Revenues. | \$105,900 | \$110, 465 |
| Cost of goods sold. | 87,354 | 89,295 |
| Gross profit. | 18,546 | 21,170 |
| Selling, general and administrative expenses. | 14,500 | 15,008 |
| Earnings before interest and income taxes. | 4,046 | 6,162 |
| Interest expense (income), net. | (71) | 273 |
| Earnings before income taxes. | 4,117 | 5,889 |
| Income tax provision. | 1,384 | 1,891 |
| Net earnings. | \$ 2,733 | \$ 3,998 |
| Net earnings per common share: |  |  |
| Basic. | \$ . 26 | \$ . 38 |
| Diluted. | . 26 | . 37 |
| Weighted average number of common shares outstanding. | 10,554 | 10,660 |
| Weighted average number of common and common equivalent shares outstanding......... | 10,648 | 10,744 |

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)

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

## 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 $10-\mathrm{Q}$ 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, 1999 annual report on Form 10-K.

In June 1998 the Financial Accounting Standards Board (FASB) issued SFAS No. 133 - "Accounting for Derivative Instruments and Hedging Activities". In June 1999 the FASB issued SFAS No. 137, which amended the effective adoption date of SFAS No. 133. This statement establishes accounting and reporting standards for derivative instruments, including derivative instruments embedded in other contracts, and for hedging activities. The statement, as amended and which is to be applied prospectively, is effective for the Company's quarter ending January 31, 2001. The Company is currently evaluating the impact of SFAS No. 133 on its future results of operations and financial position.

On December 3, 1999, the United States Securities and Exchange Commission released Staff Accounting Bulletin (SAB) No. 101, Revenue Recognition, to provide guidance on the recognition, presentation and disclosure of revenue in financial statements. The Company reviewed its revenue recognition procedures and is satisfied that it is in compliance with SAB No. 101.

## B. INVENTORIES

| April 30, | October 31, |
| :---: | :---: |
| 2000 | 1999 |
| ---------- |  |

The components of inventories are summarized below (in thousands):
Raw materials and subassemblie
Work-in-process...........................................................
Total inventories.....

| $\$ 10,414$ | $\$ 9,058$ |
| ---: | ---: |
| 5,859 | 6,115 |
| $\cdots---\cdots$ | $-\cdots-\cdots$ |
| $\$ 16,273$ | $\$ 15,173$ |
| $======$ | $=====$ |

C. PROPERTY, PLANT AND EQUIPMENT

|  | $\begin{gathered} \text { April 30, } \\ 2000 \\ ---- \\ \text { (Unaudited) } \end{gathered}$ | $\begin{gathered} \text { October 31, } \\ 1999 \end{gathered}$ |
| :---: | :---: | :---: |
| Property, plant and equipment is summarized below (in thousands): |  |  |
| Land. | \$ 3,193 | \$ 3,193 |
| Buildings and improvements | 28,643 | 30,638 |
| Machinery and equipment | 33,371 | 30,409 |
| Furniture \& fixtures. | 3,923 | 4,464 |
| Construction in process. | 1,337 | 1,035 |
|  | 70,467 | 69,739 |
| Less-accumulated depreciation. | $(37,884)$ | $(36,453)$ |
| Total property, plant and equipment, net. | \$32,583 | \$33,286 |

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）：


## 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 April 30， 20001999 （unaudited）

Numerator：
Numerator for basic and diluted earnings per share－earnings from operations available to common stockholders
\＄1，429
\＄1， 820 ＝＝＝＝＝＝＝＝＝＝＝＝＝＝
Denominator：
Denominator for basic earnings per share－
weighted average shares
Effect of dilutive securities－Employee stock options．
Denominator for diluted earnings per share－
adjusted weighted－average shares with assumed conversions

10， 542
＝＝＝＝＝＝＝
$\$ 0.14$
＝＝＝＝＝
$\$ 0.14$

10,661 59

10，720
＝＝＝ニ＝＝
\＄0．17
＝＝＝＝＝
$\$ 0.17$
＝＝＝＝＝

Six Months Ended April 30， 20001999 －－－－－－－ （unaudited）
\＄2，733
\＄3，998
＝＝ニニ＝＝
=======

# 10,554 

10，660

94
84
$10,648 \quad 10,744$
$\begin{array}{rr}====== & ====== \\ \$ 0.26 & \$ 0.38\end{array}$

| $\$ 0.26$ | $\$ 0.38$ |
| :--- | :--- |
| $====$ | $====$ |
| $\$ 0.26$ | $\$ 0.37$ |

F. 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 system 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 year ended October 31, 1999. For purposes of this presentation, all general corporate expenses have not been allocated between operating segments. In addition, the corporate assets are mainly cash and cash equivalents transferred to the corporate office from the segments. The 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 April 30,  <br> 2000 1999 | Six Months Ended April 30, |
| :---: | :---: | :---: |
|  | (unaudited) | (unaudited) |
| Revenues: |  |  |
| Switchgear. | \$41,313 \$40,374 | \$ 76,698 \$ 81,901 |
| Bus Duct. | 7,948 7,517 | 14,775 13,757 |
| Process Control Systems. | 7,148 8,440 | 14,427 14,807 |
| Total Revenues. | \$56,409 \$56,331 | \$105,900 \$110,465 |
| Earnings from operations before income taxes: |  |  |
| Switchgear. | \$ 2,026 \$ 1,999 | \$ 2,817 \$ 5,051 |
| Bus Duct. | 1,529 1,386 | 2,524 2,474 |
| Process Control Systems. | (681) 301 | (525) 549 |
| Corporate.............. | (729) (1,082) | (699) $(2,185)$ |
| Total earnings from operations before income taxes....... | \$ 2,145 \$ 2,604 | \$ 4,117 \$ 5,889 |
|  | $\begin{gathered} \text { April } 30, \\ 2000 \end{gathered}$ | $\begin{gathered} \text { October 31, } \\ 1999 \end{gathered}$ |
|  | (unaudited) |  |
| Assets |  |  |
| Switchgear | \$91, 008 | \$ 85,157 |
| Bus Duct. | 14,297 | 14,764 |
| Process Control Systems | 11,709 | 10,997 |
| Corporate. | 10,907 | 16,613 |
| Total Assets. | ..... \$127,921 | \$127,531 |

Part I
Item 2
MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND QUARTERLY 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.

|  | April 30, 2000 |  |
| :---: | :---: | :---: |
|  | Three Months Ended | Six Months Ended |
| Revenues | 100.0\% | 100. $0 \%$ |
| Gross profit | 16.8 | 17.5 |
| Selling, general and administrative expenses | 13.1 | 13.7 |
| Interest expense, net | -- | -- |
| Earnings from operations before income taxes | 3.8 | 3.9 |
| Net earnings | 2.5 | 2.6 |

Net earnings

Revenues for the quarter ended April 30, 2000, were up 0.1 percent to
$\$ 56,409,000$ from $\$ 56,331,000$ in the second quarter of last year. Revenue increases in both the Switchgear and Bus Duct business segments were offset by a decline in revenues for the Process Control Systems segments. Revenues for the six-months ended April 30, 2000, were down 4.1 percent to $\$ 105,900,000$ from $\$ 110,465,000$ for the same six-month period of last year. The decrease in revenues was mainly in the international markets, primarily consisting of sales decreases from the Switchgear business segment, offset, in part, by an increase in the Bus Duct business segment.

Gross profit, as a percentage of revenues, was 16.8 percent and 18.2 percent for the quarter ended April 30, 2000 and 1999, respectively. The decrease in the gross profit for the three-month period was due mainly to changes in scope in two major contracts in the Process Control Systems segment. Gross profit, as a percentage of revenues, was 17.5 percent and 19.2 percent for the six-months ended April 30, 2000 and 1999, respectively. The lower percentages in 2000 were mainly due to the decline in volume of the Switchgear business segment and lower prices from the domestic industrial markets and due to changes in scope in two major contracts in the Process Control Systems segment.

Selling, general and administrative expenses as a percentage of revenues were 13.1 percent and 13.3 percent for the quarter ended April 30, 2000 and 1999, respectively. Selling, general and administrative expenses as a percentage of revenues were 13.7 percent and 13.6 percent for the six-months ended April 30, 2000 and 1999, respectively. The lower percentage related to the quarter was due to decreases in administrative and legal expenses.

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

April 30,
Three Month

Ended | Six Months |
| :---: |
| Ended |

Sources of interest expense in fiscal year 2000 and 1999 were primarily related to bank notes payable at rates between $5.2 \%$ and $7.0 \%$. Sources of interest income were related to notes receivable and short-term investment of available funds at various rates between $5.1 \%$ and $7.0 \%$.

Income tax provision The effective tax rate on earnings was 33.4 percent and 30.1 percent for the quarter ended April 30, 2000 and 1999, respectively. The effective tax rate on earnings was 33.7 percent and 32.2 percent for the six-months ended April 30, 2000 and 1999, respectively. The increases were primarily due to lower estimated foreign sales corporation credits compared to the prior year.

Net Earnings were $\$ 1,429,000$ or $\$ .14$ per diluted share for the second quarter of fiscal 2000, a decrease from $\$ 1,820,000$ or $\$ .17$ per diluted share for the same period last year. The decrease was mainly due to lower gross margins in the Process Control Systems business segment. Net Earnings were $\$ 2,733,000$ or $\$ .26$ per diluted share for the first six-months of fiscal 2000, a decrease from $\$ 3,998,000$ or $\$ .37$ per diluted share for the same period last year. The decrease was mainly due to lower gross margins in the Switchgear business segment and the cost of changes in scope in two major contracts in the Process Control System segment.

Backlog at April 30, 2000 the backlog was $\$ 160,588,000$ as compared to $\$ 165,273,000$ and $\$ 156,143,000$ at January 31, 2000 and October 31, 2000 respectively, a decrease of $\$ 4,685,000$ for three months and an increase of $\$ 4,445,000$ for six months. All business segments experienced decreases during the quarter with the exception of a slight increase in the Bus Duct segment. Backlog by product group at April 30, 2000, January 31, 2000, and October 31, 1999 was as follows (in thousands of dollars):

|  | $\begin{aligned} & \text { April } \\ & 2000 \end{aligned}$ | $\begin{aligned} & \text { January } \\ & \text { 2000 } \end{aligned}$ | October 1999 |
| :---: | :---: | :---: | :---: |
| Switchgear | \$106,559 | \$108, 334 | \$105, 116 |
| Bus Duct. | 22,661 | 19,954 | 17,412 |
| Process Control. | 31,368 | 36,985 | 33,615 |
| Total. | \$160,588 | \$165,273 | \$156,143 |

## 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 four years remaining. The effective interest rate, after including an interest rate swap negotiated with the trust company of the same domestic bank, is 5.20 percent per annum plus a . 75 to 1.25 percent fee based on financial performance ratios. As of April 30, 2000, the Company had no borrowings outstanding under this revolving line of credit.

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:

## April 30, 2000

\$59, 404, 000
Working Capital
Current Ratio
Long-term Debt to Capitalization
.1 to 1

October 31, 1999
\$59, 782, 000
3.13 to1
.1 to 1

Management believes that the Company continues to maintain a strong liquidity position. The decrease in working capital at April 30, , 2000, as compared to October 31, 1999, is due mainly to a decrease in cash and cash equivalents.

Cash and cash equivalents decreased by $\$ 5,960,000$ during the six months ended April 30, 2000. The primary use of cash during this period was due to the increases in costs and estimated earnings in excess of billings and inventories. The decrease in net borrowings for the quarter was the result of a quarterly payment on the bank loan.

The Company has a stock repurchase plan under which the Company is authorized to spend up to $\$ 5,000,000$ for purchases of its common stock. Pursuant to this plan, the Company repurchased 377,000 shares of its common stock at an aggregate cost of approximately $\$ 3,424,000$ at April 30, 2000. Repurchased shares are added to treasury stock and are available for general corporate purposes including issuance under the Company's employee stock option plan.

The Company's fiscal 2000 asset management program will continue to focus on the collection of receivables and reduction in inventories. The Company believes it will be able to satisfy its capital requirements and operating needs over the

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

Year 2000 Readiness
The Year 2000 readiness issue results from the historical use in computer software programs and operating systems of a two digit number to represent the year. Concerns arose as to whether certain software and hardware would fail to properly function when confronted with dates that contain "00" as a two-digit year. To address the potential risk for disruption of operations, each subsidiary of the Company developed a compliance plan and conducted numerous tests as to the effectiveness of applied solutions. The costs to the Company to achieve Year 2000 readiness were approximately $\$ 150,000$

To date, the Company has not experienced any material problems relating to the Year 2000 readiness issue. However, the Company may not have yet experienced all factors that might have Year 2000 readiness implications.

Any forward looking statements in the preceding paragraphs of this 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.

The Company's financial instruments include cash and equivalents, accounts receivable, accounts payable, debt obligations and interest rate swaps. The book value of cash and cash equivalents, accounts receivable, the short-term note payable 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 $\$ 969,000$ at April 30, 2000 and $\$ 852,000$ at October 31, 1999, 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 loan. Amounts to be paid or received under the interest rate swap agreement are recognized as an adjustment to expense in the periods in which they occur.

At April 30, 2000 the Company had $\$ 7,857,000$ in borrowings subject to the interest rate swap at a rate of $5.20 \%$ through September 30, 2003. The $5.20 \%$ rate is currently approximately $1.17 \%$ below market and should represent approximately $\$ 84,000$ of reduced interest expense for fiscal year 2000 assuming the current market interest rates do not change. The approximate fair value of the swap agreement at April 30, 2000 is $\$ 341,000$. The fair value is the estimated amount the Company would receive to terminate the contract. The agreement requires that the Company pay the counterparty at the above fixed swap rate and requires the counterparty to pay the Company interest at the 90 day LIBOR rate. The closing 90 day LIBOR rate on April 30, 2000 was 6.37\%.

## 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 of results of operations of the Company.

ITEM 2. Changes in Securities and Use of Proceeds None

ITEM 3. Defaults Upon Senior Securities
Not applicable
ITEM 4. Submission of Matters to a Vote of Security Holders At the annual meeting of stockholders of the Company held on March 17, 2000, Stephen W. Seale, Jr. and Robert C. Tranchon were elected as directors of the Company with terms ending in 2003. The directors continuing in office after the meeting are Bonnie L. Powell, Thomas W. Powell, J. F. Ahart, Eugene L. Butler, Lawrence R. Tanner and Joseph L. Becherer. As to each nominee for director, the number of votes cast for or withheld, as well as the number of abstentions and broker non-votes, were as follows:

| Nominee | Votes Cast for | Votes Cast Against | Votes Withheld | Abstentions | Non-Votes |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Stephen W. Seale, Jr. | 8,679,486 | 23,886 | 45,558 | -- | 1,944,700 |
| Robert C. Tranchon | 8,679,486 | 23,886 | 46,088 | -- | 1,944,170 |

At the annual meeting, the stockholders also approved and ratified the actions of the directors and officers of the Company during fiscal 1999 as the acts of the Company. The number of votes cast for, against, or withheld, as well as the number of abstentions and broker non-votes, with respect to such matter was as follows:

| Votes Cast For | Votes Cast Against | Abstentions | Non-Votes |
| :---: | :---: | :---: | :---: |
| 8,749,460 | - |  | 1,944170 |

ITEM 5. Other Information
None
ITEM 6. Exhibits and Reports on Form 8-K
a. Exhibits
27.0 Financial Data Schedule
b. Reports on Form 8-K

None

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

June 14, 2000
Date
Thomas W. Powell
President and Chief Executive Officer
(Principal Executive Officer)

June 14, 2000
Date -------
J.F. Ahart

Vice President,
Secretary-Treasurer
Chief Financial Officer
(Principal Financial and Accounting Officer)

## EXHIBIT INDEX

Exhibit
Number
Description

27
Financial Data Schedule

This schedule contains summary financial information extracted from the Company's unaudited condensed consolidated financial statements for the quarter ended April 30, 2000 and is qualified in its entirety by reference to such financial statements.

## 1,000

$$
\begin{aligned}
& \text { 3-MOS } \\
& \text { OCT-31-2000 }
\end{aligned}
$$

