SECURITIES AND EXCHANGE COMMISSION
Washington, D. C. 20549

QUARTERLY REPORT UNDER SECTION 13 OR $15(\mathrm{~d})$
OF THE SECURITIES EXCHANGE ACT OF 1934
For Quarter Ended June 30, 1996 Commission File Number 0-3922

PATRICK INDUSTRIES, INC.
(Exact name of registrant as specified in its charter)

INDIANA
(State or other jurisdiction of incorporated or organization)

35-1057796
(I.R.S. Employer Identification No.)

46516
(ZIP Code)

| (Unaudited) | (Note) |
| :---: | :---: |
| JUNE 30 | DECEMBER 31 |
| 1996 | 1995 |

ASSETS

| <S> | <C> |  | <C> |  |
| :---: | :---: | :---: | :---: | :---: |
| CURRENT ASSETS |  |  |  |  |
| Cash | \$ | 6,305,364 | \$ | 1,349,709 |
| Accounts Receivable, Net |  | 26,605,375 |  | 20,427,355 |
| Inventories |  | 33,871,917 |  | 35,462,152 |
| Other 128,047 |  | 387,782 |  |  |
| Total Current Assets | \$ | 66,910,703 | \$ | 57,626,998 |
| PROPERTY AND EQUIPMENT, at cost | \$ | 60,856,466 | \$ | 56,189,860 |
| Less Accumulated Depreciation |  | 24,585,958 |  | 23,140,702 |
|  | \$ | 36,270,508 | \$ | 33,049,158 |
| INTANGIBLE AND OTHER ASSETS | \$ | 5,458,217 | \$ | 5,239,766 |
| Total Assets | \$ | 108,639,428 | \$ | 95,915,922 |
| LIABILITIES AND STOCKHOLDERS' EQUITY |  |  |  |  |
| CURRENT LIABILITIES |  |  |  |  |
| Current Maturities of Long-term Debt | \$ | 700,000 | \$ | 700,000 |
| Accounts Payable |  | 16,829,964 |  | 9,589,103 |
| Accrued Expenses and Taxes Payable |  | 5,221,811 |  | 4,057,446 |
| Total Current Liabilities | \$ | 22,751,775 | \$ | 14,346,549 |
| LONG-TERM DEBT, LESS CURRENT MATURITIES | \$ | 26,200,000 | \$ | 26,200,000 |
| DEFERRED COMPENSATION OBLIGATIONS AND OTHER | \$ | 1,028,908 | \$ | 919,821 |
| DEFERRED TAX LIABILITIES | \$ | 1,510,000 | \$ | 1,461,000 |
| SHAREHOLDERS' EQUITY |  |  |  |  |
| Common Stock | \$ | 21,114,675 | \$ | 21,626,489 |
| Retained Earnings |  | 36,034,070 |  | 31,362,063 |
| Total Shareholders' Equity | \$ | 57,148,745 | \$ | 52,988,552 |
| Total Liabilities and Shareholders' Equity | \$ | 108,639,428 | \$ | 95,915,922 |

NOTE: The balance sheet at December 31, 1995 has been taken from the audited
financial statements at that date and condensed.
See accompanying notes to Unaudited Condensed Financial Statements.
</TABLE>
PATRICK INDUSTRIES, INC.
UNAUDITED CONDENSED STATEMENTS OF INCOME

## <TABLE>

<CAPTION>

|  | THREE MONTHS ENDED JUNE 30 |  | SIX MONTHS ENDEDJUNE 30 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 1996 | 1995 |  | 1996 |  |
| 1995 |  |  |  |  |  |  |
| <S> |  |  | <C> | <C |  | <C> |
| NET SALES |  | 07,395,342 | \$92,559,763 |  | 1,162,883 |  |
| \$179,590,484 |  |  |  |  |  |  |
| COST AND EXPENSES |  |  |  |  |  |  |
| Cost of Goods Sold | \$ | 92,952,138 | \$80,063,957 |  | 4,966,283 |  |
| \$155,124, 058 |  |  |  |  |  |  |
| Warehouse and Delivery Expenses |  | 3,618,343 | 3,294,961 |  | 6,982,996 |  |
| 6,545,330 |  |  |  |  |  |  |
| Selling and Administrative Expenses |  | 5,233,875 | 4,473,013 |  | 0,158,531 |  |
| 9,049,187 |  |  |  |  |  |  |
| Financial Expenses, Net |  | 289,927 | 361,618 |  | 586,808 |  |
| 709,382 |  |  |  |  |  |  |
|  |  | 102,094,283 | \$88,193,549 |  | 2,694,618 |  |
| \$171,427,957 |  |  |  |  |  |  |
| INCOME BEFORE INCOME TAXES $\quad \$ \quad 5,301,059 \quad \$ 4,366,214 \quad 8,468,265$ 8,162,527 |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
| $\begin{array}{ll}\text { INCOME TAXES } \\ 3,183,400 & 2,096,700\end{array}$ |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
| NET INCOME | \$ | 3,204,359 | \$ 2,663,414 | \$ | 5,149,065 | \$ |



1. In the opinion of the Registrant, the accompanying unaudited condensed financial statements contain all adjustments (consisting of only normal recurring accruals) necessary to present fairly financial position as of June 30, 1996, and December 31, 1995, and the results of operations and cash flows for the three months and the six months ended June 30, 1996 and 1995.
2. Certain 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 financial statements be read in conjunction with the financial statements and notes thereto included in Registrant's December 31, 1995 audited financial statements. The results of operations for the three months and six months periods ended June 30, 1996 and 1995 are not necessarily indicative of the results to be expected for the full year.
3. The inventories on June 30, 1996 and December 31, 1995 consist of the following classes:

|  | June 30 | December 31 |
| :--- | ---: | ---: |
|  | 1996 | 1995 |
| Raw Materials |  |  |
| Work in Process | $\$ 20,827,787$ | $\$ 23,105,916$ |
| Finished | 800,205 | 877,805 |
| Total Manufactured Goods | $2,947,038$ | $3,197,561$ |
| Distribution Products | $\$ 24,575,030$ | $\$ 27,181,282$ |
| TOTAL INVENTORIES | $9,296,887$ | $8,280,870$ |

The inventories are stated at the lower of cost, First-In First-Out (FIFO) method, or market.
4. The earnings per common share for the three months and six months ended June 30 , 1996 and 1995 have been computed based on the weighted average number of shares of common stock. The weighted average number of shares outstanding was 5,965,951 for the three months and 5,966,554 for the six months ended June 30 , 1996 and 5,943,492 for the three months and 5,942,157 for the six months ended June 30, 1995.

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

GENERAL
The economy and the industries served by the Registrant improved starting in 1992 as net sales increased annually from $\$ 184$ million in 1992 to over $\$ 362$ million in 1995.

The following table sets forth the percentage relationship to net sales of certain items in the Registrant's Statements of Operations:

```
<TABLE>
```

<CAPTION>
<S>
Net Sales
Cost of Sales
Gross Profit
Warehouse and Delivery
Selling, General \& Administrative
Operating Income
Net Income

| Three Months |  |
| ---: | ---: |
| Ended June 30 |  |
| 1996 | 1995 |
|  | CC> |
| $100.0 \%$ | <C $>$ |
| 86.5 | $100.0 \%$ |
| 13.5 | 86.5 |
| 3.4 | 13.5 |
| 4.9 | 3.6 |
| 5.2 | 4.8 |
| 3.0 | 5.1 |
|  | 2.9 |


| Six | Months |
| ---: | ---: |
| Ended | June 30 |
| 1996 | 1995 |
|  | <C> |
| CC> | <C> |
| $100.0 \%$ | $100.0 \%$ |
| 87.0 | 86.4 |
| 13.0 | 13.6 |
| 3.5 | 3.6 |
| 5.0 | 5.0 |
| 4.5 | 5.0 |
| 2.6 | 2.8 |

## </TABLE>

## RESULTS OF OPERATIONS

Quarter Ended June 30, 1996 Compared to Quarter Ended June 30, 1995
Net Sales. Net sales increased by $\$ 14.8$ million, or $16.0 \%$, from $\$ 92.6$ million for the quarter ended June 30 , 1995 , to $\$ 107.4$ million in the quarter ended June 30 , 1996. This sales increase was attributable to a $12 \%$ increase in units shipped by the Manufactured Housing industry, which represents approximately 68\% of the Registrant s sales. The Registrant s sales to the Recreational Vehicle industry were higher in this years second quarter because the industry, which represents approximately $16 \%$ of Registrant s sales, was experiencing a slight increase in units shipped.

Gross Profit. Gross profit increased by approximately $\$ 1.9$ million, or
$15.6 \%$, from $\$ 12.5$ million in the second quarter of 1995 , to $\$ 14.4$ million in the same 1996 quarter. As a percentage of net sales, gross profit remained about the same as the second quarter of 1995.

Warehouse and Delivery Expenses. Warehouse and delivery expenses increased approximately $\$ 323,000$, or $9.8 \%$, from $\$ 3.3$ million in 1995 , to $\$ 3.6$ million in the second quarter of 1996. As a percentage of net sales, warehouse and delivery expenses decreased from 3.6\% in 1995 to $3.4 \%$ in the 1996 second quarter.

Selling, General and Administrative Expenses. Selling, general and administrative expenses increased by approximately $\$ 761,000$, or $17.0 \%$ from $\$ 4.5$ million in 1995 , to $\$ 5.2$ million in 1996 . As a percentage of net sales, selling, general and administrative expenses remained about the same.

Operating Income. Operating income increased by approximately $\$ 863,000$ because of the increased sales and the operating expenses remaining steady as percentages to sales. As a percentage of sales, operating income increased from $5.1 \%$ in 1995 to $5.2 \%$ in the 1996 second quarter.

Interest Expense. Interest expense decreased by approximately $\$ 72,000$ from $\$ 362,000$ in 1995 to $\$ 290,000$ in the second quarter of 1996 . The Registrant s borrowing levels in the 1996 period were slightly lower and at lower rates.

Net Income. Net income increased by approximately \$541,000 from \$2.7 million in 1995 to $\$ 3.2$ million in 1996 for the second quarter ended June 30 . This increase is attributable to the factors described above.

Six Months Ended June 30, 1996 Compared to Six Months Ended June 30, 1995
Net Sales. Net sales increased by $\$ 21.6$ million, or $12.0 \%$ from $\$ 179.6$ million for the six months ended June 30, 1995, to $\$ 201.2$ million in the six months ended June 30 , 1996. This sales increase was attributable to a $10.5 \%$ increase in units shipped by the Manufactured Housing industry, which represents $68 \%$ of the Registrant $s$ total sales. The Registrant s sales to the Recreational Vehicle industry were about the same in both six month periods and represent about $16 \%$ of total sales.

Gross Profit. Gross profit increased by \$1.7 million, or 7.1\%, from \$24.5 million in the first six months of 1995 , to $\$ 26.2$ million in the same period in 1996. As a percentage of net sales, gross profit decreased from $13.6 \%$ in the first six months of 1995 to $13.0 \%$ in 1996 . This decrease in the gross profit percentage was the result of first quarter lower volume and higher raw material costs of sales in the Registrant $s$ aluminum extrusion division, plant relocation costs at the new Oregon facility, and highly competitive market pricing of certain products.

Warehouse and Delivery Expenses. Warehouse and delivery expenses increased approximately $\$ 438,000$, or $6.7 \%$, from $\$ 6.6$ million in 1995 , to $\$ 7.0$ million in the first six months of 1996. As a percentage of net sales, warehouse and delivery expenses decreased from 3.6\% for 1995 to $3.5 \%$ in 1996.

Selling, General and Administrative Expenses. Selling, general and administrative expenses increased by $\$ 1.1$ million, or $12.3 \%$, from $\$ 9.1$ million in 1995, to $\$ 10.2$ million in 1996. As a percentage of net sales, selling, general and administrative expenses remained the same at $5.0 \%$ in 1995 and 1996.

Operating Income. Operating income increased by approximately $\$ 183,000$, or $2.1 \%$, from $\$ 8.9$ million in 1995, to $\$ 9.1$ million in 1996 . This increase is primarily attributable to the $\$ 1.7$ million increase in gross profit. As a percentage of sales, operating income decreased from 5.0\% in 1995 to $4.5 \%$ in 1996.

Interest Expense. Interest expense decreased by $\$ 123,000$ from $\$ 709,000$ in 1995, to $\$ 587,000$ in 1996 . This decrease was due to lower interest rates and borrowing levels.

Net Income. Net income increased by $\$ 170,000$ from $\$ 5.0$ million in 1995 , to $\$ 5.2$ million in 1996. This increase in net income is primarily attributable to the factors described above.

## LIQUIDITY AND CAPITAL RESOURCES

The Registrant's primary capital requirements are to meet working capital needs, support its capital expenditure plans and meet debt service requirements.

The Registrant, in September, 1995, issued, to an insurance company in a private placement, $\$ 18,000,000$ of senior unsecured notes. The ten year notes bear interest at $6.82 \%$ with semi-annual interest payments beginning in 1996 and seven annual principal repayments beginning September 15, 1999. These funds were used to reduce existing bank debt and for working capital needs.

The Registrant has a bank financing agreement (the Credit Agreement) with NBD Bank, N.A. The Credit Agreement provided for a $\$ 10$ million term loan with a
maturity in February, 1999 and a credit revolver loan of up to $\$ 13$ million with maturity in February, 1997. In September, 1995 with funds from the insurance company private placement, the Registrant prepaid the term loan in full and paid the revolver outstanding balance. On October 31, 1995 the bank financing agreement was amended reducing the credit revolver loan availability to $\$ 5,000,000$. Pursuant to the Credit Agreement, the Registrant is required to maintain certain financial ratios, all of which are currently complied with.

The Registrant believes that cash generated from operations and borrowings under its credit agreements will be sufficient to fund its working capital requirements and ordinary capital expenditures as currently contemplated.

## SEASONALITY

Manufacturing operations in the Manufactured Housing and Recreational Vehicle industries historically have been seasonal and are generally at the highest levels when the climate is temperate. Accordingly, the Registrant's sales and profits are generally highest in the second and third quarters.

INFLATION
The Registrant does not believe that inflation had a material effect on results of operations for the periods presented.

PART II. OTHER INFORMATION

Item 1. Legal Proceedings
None
Item 2. Changes in Securities
None
Item 3. Defaults upon Senior Securities

None

Item 4. Submission of Matters to a Vote of Security Holders
(a) The Annual Meeting of Shareholders of the Registrant was held on May 15, 1996.
(b) Not applicable.
(c) 1. Set forth below is the tabulation of the votes on each nominee for election as a director:

<TABLE>
<CAPTION>
\begin{tabular}{lll}
\(\quad\) NAME & \multicolumn{1}{c}{ FOR } & \begin{tabular}{l} 
WITHHOLD \\
AUTHORITY \\
<C>
\end{tabular} \\
<S> \\
Clyde H. Keith & \begin{tabular}{l} 
<C> \\
\(5,173,295\)
\end{tabular} & 34,634 \\
Dorothy M. Lung & \(5,173,195\) & 34,734 \\
Robert C. Timmins & \(5,173,295\) & 34,634
\end{tabular}
</TABLE>

## 2. Not applicable.

(d) Not applicable.

Item 5. Other Information
None

Item 6. Exhibits and Reports on Form 8-K
(a) Exhibits:

Exhibit 27 - Financial Data Schedule
(b) Reports on Form 8-K:

None

## SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the

PATRICK INDUSTRIES, INC.
(Registrant)

Date August 13, 1996

Date August 13, 1996
/s/ Mervin D. Lung

Mervin D. Lung
(Chairman of the Board)
/s/ David D. Lung
David D. Lung
(President)
/s/ Keith V. Kankel
Keith V. Kankel
(Vice President Finance)
(Principal Accounting Officer)
<ARTICLE> 5

| <S> | <C> |
| :---: | :---: |
| <PERIOD-TYPE> | 6-MOS |
| <FISCAL-YEAR-END> | DEC-31-1996 |
| <PERIOD-END> | JUN-30-1996 |
| <CASH> | 6,305,364 |
| <SECURITIES> | 0 |
| <RECEIVABLES> | 26,735,375 |
| <ALLOWANCES> | 130,000 |
| <INVENTORY> | 33,871,917 |
| <CURRENT-ASSETS> | 66,910,703 |
| <PP\&E> | 60,856,466 |
| <DEPRECIATION> | 24,585,958 |
| <TOTAL-ASSETS> | 108,639,428 |
| <CURRENT-LIABILITIES> | 22,751,775 |
| <BONDS> | 0 |
| <PREFERRED-MANDATORY> | 0 |
| <PREFERRED> | 0 |
| <COMMON> | $21,114,675$ |
| <OTHER-SE> | 0 |
| <TOTAL-LIABILITY-AND-EQUITY> | 108,639,428 |
| <SALES> | 201,162,883 |
| <TOTAL-REVENUES> | 201,162,883 |
| <CGS> | 174,966,283 |
| <TOTAL-COSTS> | 192,107,810 |
| <OTHER-EXPENSES> | 0 |
| <LOSS-PROVISION> | 0 |
| <INTEREST-EXPENSE> | 586,808 |
| <INCOME-PRETAX> | 8,468,265 |
| <INCOME-TAX> | 3,319,200 |
| <INCOME-CONTINUING> | 5,149,065 |
| <DISCONTINUED> | 0 |
| <EXTRAORDINARY> | 0 |
| <CHANGES> | 0 |
| <NET-INCOME> | 5,149,065 |
| <EPS-PRIMARY> | . 86 |
| <EPS-DILUTED> | . 86 |

