

UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION

WASHINGTON, D.C. 20549

FORM 10-Q

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

For the quarterly period ended September 30, 1999

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 0-3922

PATRICK INDUSTRIES, INC.

(Exact name of registrant as specified in its charter)

INDIANA

(State or other jurisdiction of  
incorporation or organization)

35-1057796

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

1800 South 14th Street, Elkhart, IN 46516  
(Address of principal executive offices)  
(ZIP Code)

(219) 294-7511

(Registrant's telephone number, including area code)

NONE

(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 X No

Shares of Common Stock Outstanding as of November 5, 1999: 5,695,566

PATRICK INDUSTRIES, INC.

INDEX

Page No.

PART I: Financial Information

Unaudited Condensed Balance Sheets  
September 30, 1999 & December 31, 1998 3

Unaudited Condensed Statements of Income  
Three Months Ended September 30, 1999 & 1998, and  
Nine Months Ended September 30, 1999 & 1998 4

Unaudited Condensed Statements of Cash Flows  
Nine Months Ended September 30, 1999 & 1998 5

Notes to Unaudited Condensed Financial Statements 6

Management's Discussion and Analysis of Financial  
Condition and Results of Operations 7

PART II: Other Information 14

Signatures 15

## PART I: FINANCIAL INFORMATION

&lt;TABLE&gt;

## PATRICK INDUSTRIES, INC. CONDENSED BALANCE SHEETS

&lt;CAPTION&gt;

	(Unaudited) SEPTEMBER 30 1999	(Note) DECEMBER 31 1998
ASSETS		
<S>	<C>	<C>
CURRENT ASSETS		
Cash and cash equivalents	\$ 299,847	\$ 3,704,693
Trade receivables	31,049,255	
Inventories	49,041,054	20,767,406
Prepaid expenses	574,500	43,498,632
	-----	-----
Total current assets	80,964,656	68,562,201
PROPERTY AND EQUIPMENT, at cost		
Less accumulated depreciation	88,884,318	84,527,846
	39,074,569	34,055,143
	-----	-----
	49,809,749	50,472,703
INTANGIBLE AND OTHER ASSETS		
	8,267,480	8,719,759
	-----	-----
Total assets	\$139,041,885	\$ 127,754,663
	=====	=====
LIABILITIES AND SHAREHOLDERS' EQUITY		
CURRENT LIABILITIES		
Current maturities of long-term debt	\$ 3,671,428	\$ 3,985,963
Accounts payable, trade	23,147,824	13,184,295
Accrued liabilities	5,975,047	4,693,559
	-----	-----
Total current liabilities	32,794,299	21,863,817
LONG-TERM DEBT, less current maturities		
	23,157,144	26,128,572
	-----	-----
DEFERRED COMPENSATION OBLIGATION	1,884,652	1,781,491
	-----	-----
DEFERRED TAX LIABILITIES	1,674,000	1,674,000
	-----	-----
SHAREHOLDERS' EQUITY		
Common stock	21,754,655	22,117,481
Retained Earnings	57,777,135	54,189,302
	-----	-----
	79,531,790	76,306,783
	-----	-----
Total liabilities and shareholders' equity	\$139,041,885	\$ 127,754,663
	=====	=====

NOTE: The balance sheet at December 31, 1998 has been taken from the audited financial statements at that date.

See accompanying notes to Unaudited Condensed Financial Statements

&lt;/TABLE&gt;

&lt;TABLE&gt;

PATRICK INDUSTRIES, INC.  
UNAUDITED CONDENSED STATEMENTS OF INCOME

&lt;CAPTION&gt;

	THREE MONTHS ENDED SEPTEMBER 30		NINE MONTHS ENDED SEPTEMBER 30	
	1999	1998	1999	1998
<S>	<C>	<C>	<C>	<C>
NET SALES	\$116,980,578	\$119,070,180	\$347,361,878	\$341,788,528

COST AND EXPENSES				
Cost of goods sold	103,490,544	103,175,971	303,614,172	297,178,467
Warehouse and delivery expenses	4,172,772	4,234,302	12,378,548	12,011,239
Selling, general, and administrative expenses	6,710,034	6,814,571	20,025,376	20,054,087
Interest expense, net	394,933	304,972	1,084,068	823,847
	114,768,283	114,529,816	337,102,164	330,067,640
INCOME BEFORE INCOME TAXES	2,212,295	4,540,364	10,259,714	11,720,888
INCOME TAXES	875,300	1,816,200	4,053,200	4,688,400
NET INCOME	\$ 1,336,995	\$ 2,724,164	\$ 6,206,514	\$ 7,032,488
BASIC AND DILUTED EARNINGS PER COMMON SHARE	\$ .23	\$ .46	\$ 1.08	\$ 1.19
WEIGHTED AVERAGE NUMBER OF SHARES OUTSTANDING	5,695,539	5,925,865	5,722,245	5,912,622

See accompanying notes to Unaudited Condensed Financial Statements.

</TABLE>

<TABLE>

PATRICK INDUSTRIES, INC.  
UNAUDITED CONDENSED STATEMENTS OF  
CASH FLOWS

<CAPTION>

	NINE MONTHS ENDED SEPTEMBER 30	
	1999	1998
<S>	<C>	<C>
CASH FLOWS FROM OPERATING ACTIVITIES		
Net income	\$ 6,206,514	\$ 7,032,488
Adjustments to reconcile net income to net cash provided by operating activities:		
Depreciation and amortization	6,527,089	5,313,673
(Gain) on sale of fixed assets	(637,238)	--
Other	103,161	302,375
Change in assets and liabilities:		
Decrease (Increase) in:		
Trade receivables	(10,281,849)	(15,024,438)
Inventories	(5,542,422)	(5,949,208)
Prepaid expenses	16,970	464,737
Increase (Decrease) in:		
Accounts payable and accrued liabilities	10,274,604	10,233,776
Income taxes payable	977,326	648,187
Net cash provided by operating activities	7,644,155	3,021,590
CASH FLOWS FROM INVESTING ACTIVITIES		
Capital expenditures	(5,287,373)	(6,528,966)
Proceeds from sale of fixed assets	872,976	57,270
Acquisition of business	--	(2,581,490)
Other	(63,000)	--
Net cash (used in) investing activities	(4,477,397)	(9,053,186)
CASH FLOWS FROM FINANCING ACTIVITIES		
Borrowings under long-term debt agreements	--	5,214,483
Principal payments on long-term debt	(3,285,963)	(393,371)
Proceeds from exercise of common stock options	26,875	80,625
Repurchase of common stock	(2,537,208)	(370,771)
Cash dividends paid	(691,837)	(708,290)
Other	(83,471)	--
Net cash provided by (used in) financing activities	(6,571,604)	3,822,676

Decrease in cash and cash equivalents	(3,404,846)	(2,208,920)
Cash and cash equivalents, beginning	3,704,693	3,765,171
	-----	-----
Cash and cash equivalents, ending	\$ 299,847	\$ 1,556,251
	=====	=====

See accompanying notes to Unaudited Condensed Financial Statements

</TABLE>

PATRICK INDUSTRIES, INC.  
NOTES TO UNAUDITED CONDENSED FINANCIAL STATEMENTS

- In the opinion of the Company, the accompanying unaudited condensed financial statements contain all adjustments (consisting of only normal recurring accruals) necessary to present fairly financial position as of September 30, 1999, and December 31, 1998, and the results of operations and cash flows for the three months and the nine months ended September 30, 1999 and 1998.
- 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 Company's December 31, 1998 audited financial statements. The results of operations for the three and nine month periods ended September 30, 1999 and 1998 are not necessarily indicative of the results to be expected for the full year.
- The inventories on September 30, 1999 and December 31, 1998 consist of the following classes:

	September 30 1999	December 31 1998
Raw materials	\$28,840,024	\$26,676,674
Work in process	1,453,801	1,278,367
Finished	4,545,920	3,103,860
Total manufactured goods	\$34,839,745	\$31,058,901
Distribution products	14,201,309	12,439,731
TOTAL INVENTORIES	\$49,041,054	\$43,498,632

The inventories are stated at the lower of cost, First-In First-Out (FIFO) method, or market.

- Stock options outstanding are immaterial and had an immaterial effect on diluted earnings per share.

Earnings per common share for the nine months ended September 30, 1999 and 1998 have been computed based on the weighted average common shares outstanding of 5,722,245 and 5,912,622 respectively.

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

GENERAL

The Company's business has shown significant revenue growth since 1991, as net sales increased annually from \$143 million to over \$453 million in seven years. The sales in 1998 were 10.5% ahead of the 1997 record year. The increase in sales resulted from the continued strength of both the economy and the manufactured housing and recreational vehicle industries, as well as strategic business acquisitions made during late 1997 and fiscal 1998. The first six-months of 1999 resulted in a 3.4% increase in sales over the same period in 1998, but in the third quarter the 1999 net sales were 1.8% lower than the 1998 quarter.

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

<TABLE>

Three Months

Nine Months

	Ended September 30		Ended September 30	
	1999	1998	1999	1998
<S>	<C>	<C>	<C>	<C>
Net Sales	100.0%	100.0%	100.0%	100.0%
Cost of Sales	88.5	86.7	87.4	87.0
Gross Profit	11.5	13.3	12.6	13.0
Warehouse and Delivery	3.6	3.6	3.5	3.5
Selling, General & Administrative	5.7	5.7	5.8	5.9
Operating Income	2.2	4.0	3.3	3.6
Net Income	1.1	2.3	1.8	2.1

</TABLE>

#### RESULTS OF OPERATIONS

Quarter Ended September 30, 1999 Compared to Quarter Ended September 30, 1998

**Net Sales.** Net sales decreased by \$2.1 million, or 1.8%, from \$119.1 million for the quarter ended September 30, 1998, to \$117.0 million in the quarter ended September 30, 1999. This sales decrease was attributable to a decrease in the number of units produced in the manufactured housing industry, to whom the Company is a major supplier. The Company's sales in the quarter were 62% to manufactured housing, 23% to recreational vehicle, and 15% to other industries.

**Gross Profit.** Gross profit decreased by approximately \$2.4 million, or 15.1%, from \$15.9 million in the third quarter of 1998, to \$13.5 million in the same 1999 quarter. As a percentage of net sales, gross profit decreased from 13.3% in 1998 to 11.5% in the third quarter of 1999. The decrease in gross profit was due to most manufacturing operations showing declines in volume and operating efficiencies when compared to the same 1998 period. In most markets highly competitive pricing had negative impact on gross profits making several of the Company's manufacturing operations unprofitable in this period.

**Warehouse and Delivery Expenses.** Warehouse and delivery expenses decreased approximately \$62,000, or 1.5%. As a percentage of net sales, warehouse and delivery expenses remained the same in the third quarter of 1999 and 1998.

**Selling, General and Administrative Expenses.** Selling, general and administrative expenses decreased by \$105,000, or 1.5%, from \$6.8 million in 1998, to \$6.7 million in 1999. As a percentage of net sales, selling, general and administrative expenses also remained the same in both years' third quarter.

**Operating Income.** Operating income decreased by approximately \$2.2 million because of the decreased sales and the reduced gross profits. As a percentage of sales, operating income decreased from 4.0% in the 1998 third quarter to 2.2% in the same 1999 period.

**Interest Expense, Net.** Interest expense, net increased by approximately \$90,000 from \$305,000 in 1998 to \$395,000 in the third quarter of 1999. The Company's borrowing levels during the 1999 period were approximately the same while invested cash was lower.

**Net Income.** Net income decreased by approximately \$1.4 million from \$2.7 million in 1998 to \$1.3 million in 1999 for the third quarter ended September 30. This decrease is attributable to the factors described above.

Nine Months Ended September 30, 1999 Compared to Nine Months Ended September 30, 1998

**Net Sales.** Net sales increased by \$5.6 million, or 1.6%, from \$341.8 million for the nine months ended September 30, 1998, to \$347.4 million in the nine months ended September 30, 1999. This sales increase was attributable to increases in the number of units produced in the recreational vehicle industry, while production in the manufactured housing industry remained level. The Company's sales in the first nine months were 61% to manufactured housing, 22% to recreational vehicle, and 17% to other industries.

**Gross Profit.** Gross profit decreased by \$0.9 million, or 1.9%, from \$44.6 million in the first nine months of 1998, to \$43.7 million in the same period in 1999. As a percentage of net sales, gross profit decreased from 13.0% in the first nine months of 1998 to 12.6% in 1999. The decrease in gross profit was due to most manufacturing operations showing reductions in volume and efficiencies when compared to the same 1998 period. In certain markets highly competitive pricing continues to have a negative impact on gross profits making several of the Company's manufacturing operations unprofitable in the period.

**Warehouse and Delivery Expenses.** Warehouse and delivery expenses increased approximately \$370,000, or 3.1%, from \$12.0 million in 1998, to \$12.4

million in the first nine months of 1999. As a percentage of net sales, warehouse and delivery expenses remained approximately the same in both years.

Selling, General and Administrative Expenses. Selling, general and administrative expenses remained about the same in dollars in both years. As a percentage of net sales, selling, general and administrative expenses decreased from 5.9% for 1998 to 5.8% in 1999.

Operating Income. Operating income decreased by approximately \$1.2 million because of the lower gross profits and the higher warehouse and delivery expenses. As a percentage of sales, operating income decreased from 3.6% in 1998 to 3.3% in 1999.

Interest Expense, Net. Interest expense, net increased by \$260,000 from \$824,000 In 1998, to \$1,084,000 In 1999. This increase was due to lower invested funds providing less interest income during the first nine months of 1998.

Net Income. Net income decreased by approximately \$825,000, from \$7.0 million in 1998 to \$6.2 million in 1999. As a percentage of net sales, net income decreased from 2.1% in the 1998 period to 1.8% in the 1999 nine months. This is primarily attributable to the factors described above.

#### BUSINESS SEGMENTS

The Company's reportable segments are as follows:

Laminating - Utilizes various materials including gypsum, particleboard, plywood, and fiberboard which are bonded by adhesives or a heating process to a number of products including vinyl, paper, foil, and high pressure laminate. These laminated products are utilized to produce furniture, shelving, wall, counter, and cabinet products with a wide variety of finishes and textures.

Distribution - Distributes primarily pre-finished wall and ceiling panels, particleboard, hardboard, vinyl siding, roofing products, passage doors, building hardware, insulation, and other products.

Wood - Uses raw lumber including solid oak, other hardwood materials, and laminated particleboard or plywood to produce cabinet door product lines.

Other - Includes aluminum extrusion, painting and distribution, manufacture of adhesive products, pleated shades, plastic thermoforming, and manufacture of laminating equipment.

The table below presents unaudited information about the revenue and operating income of those segments:

<TABLE>

	THREE MONTHS ENDED SEPTEMBER 30, 1999				
	LAMINATING	DISTRIBUTION	WOOD	OTHER	SEGMENT TOTAL
	-----	-----	----	----	-----
<S>	<C>	<C>	<C>	<C>	<C>
Net outside sales	\$ 46,125,918	\$ 49,372,110	\$ 10,271,141	\$ 11,201,357	\$116,970,526
Intersegment sales	1,654,117	43,871	329,322	4,862,019	6,889,329
Total sales	\$ 47,780,035	\$ 49,415,981	\$ 10,600,463	\$ 16,063,376	\$123,859,855*
EBIT**	\$ 868,670	\$ 984,843	\$ (590,018)	\$ 674,872	\$ 1,938,367
	THREE MONTHS ENDED SEPTEMBER 30, 1998				
Net outside sales	\$ 47,709,934	\$ 7,404,292	\$ 12,314,478	\$ 11,588,977	\$119,017,681
Intersegment sales	1,960,200	(239)	1,675,954	5,453,564	9,089,479
Total sales	\$ 49,670,134	\$ 47,404,053	\$ 13,990,432	\$ 17,042,541	\$128,107,160*
EBIT**	\$ 2,299,919	\$ 1,468,638	\$ (928,191)	\$ 1,076,028	\$ 3,916,394

</TABLE>

<TABLE>

NINE MONTHS ENDED SEPTEMBER 30, 1999

	LAMINATING -----	DISTRIBUTION -----	WOOD ----	OTHER -----	SEGMENT TOTAL -----
<S>	<C>	<C>	<C>	<C>	<C>
Net outside sales	\$140,729,514	\$140,237,068	\$ 32,470,241	\$ 33,424,558	\$346,861,381
Intersegment sales	4,982,287	45,245	920,223	16,131,345	22,079,100
Total sales	\$145,711,801	\$140,282,313	\$ 33,390,464	\$ 49,555,903	\$368,940,481*
EBIT**	\$ 5,050,340	\$ 3,427,918	\$ (2,153,153)	\$ 2,339,323	\$ 8,664,428

NINE MONTHS ENDED SEPTEMBER 30, 1998

Net outside sales	\$145,450,953	\$126,310,432	\$ 33,617,678	\$ 35,684,249	\$341,063,312
Intersegment sales	6,585,062	611	4,960,093	16,742,107	28,287,873
Total sales	\$152,036,015	\$126,311,043	\$ 38,577,771	\$ 52,426,356	\$369,351,185*
EBIT**	\$ 6,466,989	\$ 3,146,857	\$ (2,241,341)	\$ 3,465,142	\$ 10,837,647

</TABLE>

Reconciliation of segment operating income to consolidated operating income

<TABLE>

	3 Months Ended September 30,		9 Months Ended September 30,	
	1999 ----	1998 ----	1999 ----	1998 ----
<S>	<C>	<C>	<C>	<C>
EBIT** for segments	\$1,938,367	\$3,916,394	\$ 8,664,428	\$10,837,647
Corporate incentive agreements	925,240	1,203,806	2,482,573	2,389,844
Consolidation reclassifications	(205,307)	(177,787)	(598,466)	(454,311)
Gain on sale of real estate	-	-	638,672	-
Other	(51,072)	(97,077)	156,575	(228,445)
Consolidated EBIT**	\$2,607,228	\$4,845,336	\$11,343,782	\$12,544,735

</TABLE>

There has been no material change in assets in the above segments.

\*Does not agree to Financial Statements due to consolidation eliminations.

\*\*Earnings before interest and taxes.

Three Months Ended September 30, 1999 Compared to Three Months Ended September 30, 1998

Laminating Segment Discussion

Net sales were lower in this segment in the third quarter of 1999 by \$1.9 million, or 3.8% less than 1998. This resulted from less demand from manufactured housing customers and eliminating low margin business.

The operating income in the laminating segment was down approximately \$1.4 million, or 62.2%, in the 1999 quarter primarily due to increased material and labor costs, and competitive market conditions not allowing price increases.

Distribution Segment Discussion

Net sales increased in the 1999 third quarter by \$2.0 million, or 4.2%, primarily because of increased production in the recreational vehicle industry, which this segment serves. Although manufactured housing units produced was lower in the 1999 third quarter, the Company gained market share in certain areas.

The operating results in this segment in the third quarter were affected by this same division. The sales decline and continued competitive pricing situations caused this division to report negative operating results. Certain other operations in this segment did not reach profitable operating levels because of competitive pricing situations.

#### Wood Segment Discussion

Net sales in this segment were lower in the 1999 third quarter by \$3.4 million, or 24.2%, primarily because of one division. That division closed an operation which was all intersegment sales and also stopped serving certain markets because of low gross profit margins.

The operating results for this segment in the third quarter were affected by the sales decline and continued competitive pricing situations that caused most divisions in the segment to report negative operating results.

#### Other Segment Discussion

Net sales in this segment decreased 5.8% in the third quarter of 1999 with all divisions, except two, showing sales declines because of the reduction in manufactured housing units produced in the period.

The operating income in this segment was lower by \$400,000, or 37.3%, in 1999 because of lower sales, material cost increases in one division, and continued losses in a start-up operation.

Nine Months Ended September 30, 1999 Compared to Nine Months Ended September 30, 1998

#### Laminating Segment Discussion

Net sales were lower by \$6.3 million, or 4.2%, in the first nine months of 1999 due to the closing of a facility in this segment in the second half of 1998 and reduced demand from manufactured housing customers.

The operating income in laminating in the first nine months of 1999 was down \$1.4 million, or 21.9%, because of lower sales, new product costs in one division, and competitive pricing situations.

#### Distribution Segment Discussion

Net sales increased in the first nine months of this year by \$14 million, or 11.1%, because of increased production in the recreational vehicle industry, new products, and more penetration to certain markets.

The operating income in this segment was 8.9% higher in this years nine months because of the increased sales.

#### Wood Segment Discussion

Net sales in this segment were lower by \$5.2 million, or 13.4%, in the first nine months of 1999, primarily because of one division. That division closed an operation which was all intersegment sales and also stopped serving certain markets because of low gross profit margins.

The operating results in the first nine months were affected by this same division. The sales decline and continued competitive pricing situations caused this division to report negative operating results. Certain other operations in this segment did not reach profitable operating levels because of competitive pricing situations.

#### Other Segment Discussion

Net sales were lower by \$2.9 million, or 5.5%, in 1999 in this segment due to one division losing production time in the first quarter because of equipment breakdowns, and another division having reduced demand from manufactured housing customers.

The operating income in this segment decreased by \$1.1 million, or 32.5%, in 1999 because of the lost production time at one division due to equipment failure and to material cost increases at one other division.

#### LIQUIDITY AND CAPITAL RESOURCES

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

The Company, 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 that began in 1996 and seven annual principal repayments of \$2,571,428 which began September 15, 1999. These funds were used to reduce existing bank debt and for working capital needs.

The Company has an unsecured bank Revolving Credit Agreement that provides loan availability of \$10,000,000 with maturity in the year 2000.



Pursuant to the private placement and the Credit Agreement, the Company is required to maintain certain financial ratios, all of which are currently complied with.

The Company believes that cash generated from operations and borrowings under its credit agreements will be sufficient to fund its working capital requirements and normal recurring capital expenditures as currently contemplated. The fluctuations in inventory and accounts receivable balances, which affect the Company's cash flows, are part of normal business cycles

#### 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 moderate. Accordingly, the Company's sales and profits are generally highest in the second and third quarters.

#### YEAR 2000 ISSUE

The Company began a new management information system implementation project in the first quarter of 1996, which when fully implemented, will result in the Company's information systems being Year 2000 compliant. The project was started because of the need to upgrade all hardware and software to meet capacity and information needs at present and for the future. The Year 2000 issue for internal information systems will be resolved since the new hardware and software is compliant when implemented.

The Company at present has successfully implemented this Year 2000 compliant system in all areas, which include accounting, finance, general ledger, distribution, laminating, shade, wood, metals, and thermoforming operations.

The Company has developed a Year 2000 plan to address risk assessment in areas other than information technology. The Plan Committee is examining all automated plant systems and external parties with whom the Company interacts. This assessment is scheduled to be completed in the fourth quarter of 1999. The Company's contingency plans for external party compliance are to replace any telecommunications and other equipment that cannot be made compliant. A risk assessment of customers, vendors, and service providers is underway and will be on-going. At present the assessment shows that the companies responding are either compliant or will be compliant prior to January 1, 2000.

The total cost of Year 2000 activities cannot be specifically determined because the internal information system project was planned for management and operation purposes and Year 2000 compliance was a benefit of that system. The expenditures of implementing the new information hardware and software systems has been \$2.87 million in 1996, \$1.93 million in 1997, \$1.42 million in 1998, and \$1.25 million in the first nine months of 1999. Approximately \$0.5 million will be expended during the balance of 1999 to complete the project. The costs of assessment of external party compliance is minimal and costs of replacement of telecommunications and other equipment has been and will be part of normal scheduled upgrades.

#### INFLATION

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

#### QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK

None

#### PART II. OTHER INFORMATION

##### Item 6. Exhibits and Reports on Form 8-K

(a) Exhibits

(27) Financial Data Schedule

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.

PATRICK INDUSTRIES, INC.  
(Registrant)

Date November 9, 1999  
-----

/S/Mervin D. Lung  
-----

Mervin D. Lung  
(Chairman of the Board)

Date November 9, 1999  
-----

/S/David D. Lung  
-----

David D. Lung  
(President)

Date November 9, 1999  
-----

/S/Keith V. Kankel  
-----

Keith V. Kankel  
(Vice President Finance)  
(Principal Accounting Officer)

<TABLE> <S> <C>

<ARTICLE>

5

<S>	<C>
<PERIOD-TYPE>	9-MOS
<FISCAL-YEAR-END>	DEC-31-1999
<PERIOD-END>	SEP-30-1999
<CASH>	299,847
<SECURITIES>	0
<RECEIVABLES>	31,199,255
<ALLOWANCES>	(150,000)
<INVENTORY>	49,041,054
<CURRENT-ASSETS>	80,964,656
<PP&E>	88,884,318
<DEPRECIATION>	39,074,569
<TOTAL-ASSETS>	139,041,885
<CURRENT-LIABILITIES>	32,794,299
<BONDS>	0
<PREFERRED-MANDATORY>	0
<PREFERRED>	0
<COMMON>	21,754,655
<OTHER-SE>	0
<TOTAL-LIABILITY-AND-EQUITY>	139,041,885
<SALES>	116,980,578
<TOTAL-REVENUES>	116,980,578
<CGS>	103,490,544
<TOTAL-COSTS>	114,373,350
<OTHER-EXPENSES>	0
<LOSS-PROVISION>	0
<INTEREST-EXPENSE>	394,933
<INCOME-PRETAX>	2,212,295
<INCOME-TAX>	875,300
<INCOME-CONTINUING>	1,336,995
<DISCONTINUED>	0
<EXTRAORDINARY>	0
<CHANGES>	0
<NET-INCOME>	1,336,995
<EPS-BASIC>	0.23
<EPS-DILUTED>	0.23

</TABLE>