# SECURITIES AND EXCHANGE COMMISSION 

Washington, D.C. 20549
FORM 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 July 31, 1997
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 1-5725

## QUANEX CORPORATION

(Exact name of registrant as specified in its charter)

## DELAWARE

38-1872178
(State or other jurisdiction of
(I.R.S. Employer Identification No.)

1900 West Loop South, Suite 1500, Houston, Texas 77027
(Address of principal executive offices and zip code)

Registrant's telephone number, including area code: (713) 961-4600

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

Indicate the number of shares outstanding of each of the issuer's classes of common stock, as of the latest practicable date.

Class

Common Stock, par value $\$ 0.50$ per share

Outstanding at July 31, 1997

14,006,398

## QUANEX CORPORATION

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QUANEX CORPORATION CONSOLIDATED BALANCE SHEETS (IN THOUSANDS)

| $\begin{gathered} \text { July } 31, \\ 1997 \end{gathered}$ | $\begin{gathered} \text { October 31, } \\ 1996 \end{gathered}$ |
| :---: | :---: |
| (Unaudited) | (Audi |

## ASSETS

| Current assets: |  |  |
| :---: | :---: | :---: |
| Cash and equivalents | .\$ 25,672 | \$ 35,975 |
| Accounts and notes receivable, net | 88,469 | 90,583 |
| Inventories | 89,106 | 89,938 |
| Deferred income taxes | 10,014 | 10,019 |
| Prepaid expenses | 1,422 | 121 |
| Total current assets | 214,683 | 226,636 |
| Property, plant and equipment | 674,000 | 620, 058 |
| Less accumulated depreciation and amortization | . $(310,561)$ | $(284,723)$ |
| Property, plant and equipment, net | 363,439 | 335,335 |
| Goodwill, net | 82,017 | 84,343 |
| Net assets of discontinued operations | - | 7,217 |
| Other assets | 17, 061 | 17,152 |
|  | \$677,200 | \$670, 683 |
| LIABILITIES AND STOCKHOLDERS' EQUITY |  |  |
| Current liabilities: |  |  |
| Notes payable | \$ | \$ 5,575 |
| Accounts payable | 72,091 | 73,958 |
| Income taxes payable | 15,540 | 3,807 |
| Accrued expenses | 42,147 | 44,286 |
| Current maturities of long-term debt | 402 | - |
| Total current liabilities | 130,180 | 127,626 |
| Long-term debt | 194,273 | 253, 513 |
| Deferred pension credits | 11,746 | 11,827 |
| Deferred postretirement welfare benefits | 28,875 | 28, 033 |
| Deferred income taxes | 33,951 | 33,743 |
| Other liabilities | 19,569 | 20,000 |
| Total liabilities | . 418,594 | 474,742 |
| Stockholders' equity: |  |  |
| Preferred stock, no par value | - | - |
| Common stock, \$.50 par value | 7,002 | 6,795 |
| Additional paid-in capital . | 103,574 | 94,251 |
| Retained earnings | 149,573 | 96,623 |
| Unearned compensation | - | (185) |
| Adjustment for minimum pension liability .. | $(1,543)$ | $(1,543)$ |
| Total stockholders' equity | 258,606 | 195,941 |
|  | \$677, 200 | \$670,683 |


| Three Months Ended | Nine Months Ended |  |
| :---: | :---: | :---: |
| July 31 | July 31 |  |
| -1997 | 1996 |  |

(Unaudited)

| Net sales | \$225, 076 | \$186, 284 | \$637, 068 | \$511, 747 |
| :---: | :---: | :---: | :---: | :---: |
| Cost and expenses: |  |  |  |  |
| Cost of sales | 193,368 | 157,836 | 553,832 | 441,923 |
| Selling, general and administrative expense. | 13,436 | 13,920 | 38,254 | 35,919 |
| Operating income | 18,272 | 14,528 | 44,982 | 33,905 |
| Other income (expense): |  |  |  |  |
| Interest expense. | (4, 040) | $(2,313)$ | $(13,808)$ | $(7,453)$ |
| Capitalized interest | 849 | 160 | 2, 231 | 287 |
| Other, net | (587) | 988 | (886) | 2,151 |
| Income from continuing operations before income taxes. | $14,494$ | 13,363 | ------ | $28,890$ |
| Income tax expense | $(5,074)$ | $(5,612)$ | $(11,382)$ | $(12,134)$ |
| Income from continuing operations | 9,420 | 7,751 | 21,137 | 16,756 |
| Income from discontinued operations, net of income taxes................ | - | 1,394 | 1,699 | 4,568 |
| Gain on sale of discontinued operations, net of income taxes... | - | - | 36,290 | - |
| Income before extraordinary charge | 9,420 | 9,145 | 59,126 | 21,324 |
| Extraordinary charge - early extinguishment of debt.......... | - | - | - | $(2,522)$ |
| Net income. | \$ 9,420 | \$ 9,145 | \$ 59, 126 | \$ 18, 802 |
| Earnings per common share: Primary: |  |  |  |  |
|  |  |  |  |  |
| Continuing operations | \$ 0.67 | \$ 0.57 | \$ 1.52 | \$ 1.23 |
| Discontinued operations | - | 0.10 | 0.12 | 0.34 |
| Gain on sale of discontinued operations. | - | - | 2.60 | - |
| Extraordinary charge. | - | - | - | (0.19) |
| Total primary net earnings | \$ 0.67 | \$ 0.67 | \$ 4.24 | \$ 1.38 |
| Fully diluted: |  |  |  |  |
| Continuing operations | \$ 0.62 | \$ 0.53 | \$ 1.44 | \$ 1.19 |
| Discontinued operations | - | 0.08 | 0.10 | 0.28 |
| Gain on sale of discontinued operations. | - | - | 2.17 | - |
| Extraordinary charge. | - | - | - | (0.15) |
| Total assuming full dilution. | \$ 0.62 | \$ 0.61 | \$ 3.71 | \$ 1.32 |
| Weighted average shares outstanding: |  |  |  |  |
| Primary........................... | 14,105 | 13,659 | 13,933 | 13,630 |
| Assuming full dilution | 16,842 | 16,355 | 16,737 | 16,326 |

QUANEX CORPORATION
CONSOLIDATED STATEMENTS OF CASH FLOW
(In thousands)

|  | Nine | Ended <br> 1, |
| :---: | :---: | :---: |
|  | 1997 | 1996 |
|  | (Unaudited) |  |
| Operating activities: |  |  |
| Net income. | \$59,126 | \$18,802 |
| Adjustments to reconcile net income |  |  |
| to cash provided by continuing operations: |  |  |
| Income from discontinued operations...... | $(1,699)$ | $(4,568)$ |
| Gain on sale of discontinued operations. | $(36,290)$ | - |
| Depreciation and amortization.. | 30,711 | 26,561 |
| Deferred income taxes | 208 | $(1,815)$ |
| Deferred pension costs | (81) | 580 |
| Deferred postretirement welfare benefits | 842 | 924 |
|  | 52,817 | 40,484 |
| Changes in assets and liabilities net of effects from acquisitions and dispositions: |  |  |
| Decrease in accounts and notes receivable | 2,114 | 12,878 |
| Decrease (increase) in inventory | 832 | $(11,413)$ |
| Decrease in accounts payable | $(1,867)$ | $(4,821)$ |
| Dcrease in accrued expenses | $(2,139)$ | $(3,439)$ |
| Other, net................ | $(3,042)$ | 3,135 |
| Cash provided by continuing operations........... | 48,715 | 36,824 |
| Cash provided by (used in) discontinued operations | $(4,630)$ | 6,225 |
| Cash provided by operating activities. | 44, 085 | 43, 049 |
| Investment activities: |  |  |
| Proceeds from the sale of discontinued operations. | 63,900 | - |
| Capital expenditures of continuing operations net of retirements. | $(55,847)$ | $(17,142)$ |
| Capital expenditures of discontinued operations. | (685) | $(5,573)$ |
| Other, net | $(6,126)$ | $(4,084)$ |
| Cash provided by (used in) investment activities | 1,242 | $(26,799)$ |
| Cash provided by operating and |  |  |
| investment activities. | 45,327 | 16,250 |
| Financing activities: |  |  |
| Notes payable repayments | - | $(10,000)$ |
| Purchase of Senior Notes | - | $(44,667)$ |
| Bank borrowings (repayments) | $(60,000)$ | 30, 000 |
| Common dividends paid. | $(6,176)$ | $(6,084)$ |
| Other, net | 10,546 | 819 |
| Cash used by financing activities............. | $(55,630)$ | $(29,932)$ |
| Decrease in cash and equivalents | $(10,303)$ | $(13,682)$ |
| Cash and equivalents at beginning of period.............. | 35,975 | 45,205 |
| Cash and equivalents at end of period. | \$25,672 | \$31, 523 |
| Supplemental disclosure of cash flow information: |  |  |
| Cash paid during the period for: |  |  |
| Interest | \$15, 662 | \$ 9,941 |
| Income taxes | 12,105 | 12,651 |

## QUANEX CORPORATION

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
(Unaudited)

## 1. Accounting Policies

The interim consolidated financial statements of Quanex Corporation and subsidiaries are unaudited, but include all adjustments which the Company deems necessary for a fair presentation of its financial position and results of operations. All such adjustments are of a normal recurring nature. Results of operations for interim periods are not necessarily indicative of results to be expected for the full year. All significant accounting policies conform to those previously set forth in the Company's fiscal 1996 Annual Report on Form 10-K, which is incorporated by reference. Certain amounts for prior periods have been reclassified in the accompanying consolidated financial statements to conform to 1997 classifications.

## . Inventories

| Inventories consist of the following: | $\begin{gathered} \text { July 31, } \\ 1997 \end{gathered}$ | October 31, 1996 <br> ------ |
| :---: | :---: | :---: |
| Raw materials | \$27,156 | \$28,426 |
| Finished goods and work in process. | 53,514 | 52,768 |
|  | $80,670$ | $81,194$ |
| Other. | $8,436$ | $8,744$ |
|  | \$89,106 | \$89,938 |

The values of inventories in the consolidated balance sheets are based on the following accounting methods:

| LIFO. | \$65, 008 | \$69, 234 |
| :---: | :---: | :---: |
| FIFO. | 24, 098 | 20,704 |
|  | ------- | \$89,938 |

With respect to inventories valued using the LIFO method, replacement cost exceeded the LIFO value by approximately $\$ 19$ million at July 31, 1997, and \$15 million at October 31, 1996.
3. Long-Term Debt and Financing Arrangements

On July 23, 1996, the Company replaced its $\$ 75$ million Revolving Credit and Letter of Credit Agreement with an unsecured $\$ 250$ million Revolving Credit and Term Loan Agreement ("Bank Agreement"). As of July 1997, the Bank Agreement consisted solely of a revolving line of credit ("Revolver") as the term loan provisions of the Bank Agreement expired as of such date. Additionally, the maturity date of the Bank Agreement was extended by one year to July 23, 2002. The Bank Agreement also provides for up to $\$ 25$ million for letters of credit, limited to the undrawn amount available under the Revolver. All borrowings under the Revolver bear interest, at the option of the Company, at either (i) the prime rate or the federal funds rate plus one percent, whichever is higher, or (ii) a Eurodollar based rate. At July 31, 1997, the Company had \$100 million outstanding under the Revolver.

In December 1995, the Company acquired the remaining $\$ 44.7$ million principal amount of its $10.77 \%$ Senior Notes for a purchase price equal to $107.5 \%$ of the principal amount plus accrued interest. The acquisition and related expenses resulted in an after-tax extraordinary charge of approximately $\$ 2.5$ million (\$4.3 million before tax) in the first quarter of 1996.

## .Discontinued Operations

In April 1997, the Company completed the sale of its
LaSalle Steel Company ("LaSalle") subsidiary. LaSalle's results of operations have been classified as discontinued operations and prior periods have been restated. For business segment reporting purposes, LaSalle's data was previously reported as the segment "Cold Finished Steel Bars".

Net sales and income from discontinued operations are as follows:

|  | Three <br> Months <br> Ended <br> July 31, | Nine months Ended |
| :---: | :---: | :---: |
| July 31, |  |  |

October 31, 1996
(In thousands)

Net Assets of Discontinued Operations
Current assets........................... \$36,702

Property, plant and equipment, net....... 16,211
Other assets.............................. 1, 827
Current liabilities.......................... $\quad(25,440)$
Deferred pension credits................. $(5,466)$
Deferred postretirement welfare benefits.. $(27,595)$
Deferred income taxes.................... 9,710
Adjustment for minimum pension liability.. 1,268
Net assets of discontinued operations.. \$ 7,217
======

## 5. Earnings Per Share

In February 1997, the Financial Accounting Standards Board issued Statement of Financial Accounting Standards No. 128 "Earnings per Share" ("SFAS 128") which specifies the computation, presentation and disclosure requirements for Earnings Per Share ("EPS"). SFAS 128 replaces the presentation of primary and fully diluted EPS pursuant to Accounting Principles Board Opinion No. 15 - "Earnings per Share"("APB 15") with the presentation of basic and diluted EPS. Basic EPS excludes dilution and is computed by dividing net income available to common stockholders by the weighted average number of common shares outstanding for the period. Diluted EPS reflects the potential dilution that could occur if securities or other contracts to issue common stock were exercised or converted into common stock or resulted in the issuance of common stock that then shared in the earnings of the entity. The Company is required to adopt SFAS 128 with its January 31, 1998 financial statements and restate all prior-period EPS data. The Company will continue to account for EPS under APB 15 until that time.

Under SFAS 128, the Company's basic and diluted EPS would have been:


## 6.Subsequent Event

In August 1997, the Company entered into a non-binding
letter of intent to purchase Decatur Aluminum Corp., a Decatur, Alabama based manufacturer of aluminum sheet. The transaction is subject to various conditions, including the completion of due diligence, the negotiation and execution of a definitive agreement, and other necessary approvals.

## 7. Industry Segment Information

Quanex is principally a specialized metals and metal products producer. The Company's continuing operations primarily consist of three segments: hot rolled steel bars, steel tubes and aluminum products.

| Three Months Ended July 31, 1997 | Hot Rolled Steel Bars | Steel Tubes | Aluminum Products(1) | Corporate and Other(2) | $\begin{aligned} & \text { Consoli- } \\ & \text { dated } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (in thousands) |  |  |  |  |
| Units shipped: |  |  |  |  |  |
| To unaffiliated companies | 141.0 Tons | 23.3 | Tons 74,615 Lbs. |  |  |
| Intersegment. | 6.9 | - | - |  |  |
| Total | 147.9 Tons | 23.3 | Tons 74,615 Lbs. |  |  |
| Net Sales: |  |  |  |  |  |
| To unaffiliated companies | \$75,216 | \$29, 625 | \$120, 235 | - | \$225, 076 |
| Intersegment(3). | 4,465 | - | - | \$ 4,465 ) | - |
| Total | \$79,681 | \$29,625 | \$120, 235 | \$ 4,465 ) | \$225, 076 |
| Operating income (loss).. | \$12,874 | \$ 1, 612 | \$ 8,125 | \$ 4,339$)$ | \$ 18, 272 |


| Three Months Ended July 31, 1996 | Hot Rolled Steel Bars | Steel Tubes | Aluminum Products | ```Corporate and Other(2)``` | $\begin{aligned} & \text { Consoli- } \\ & \text { dated } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Units shipped: |  |  |  |  |  |
| To unaffiliated companies | 129.2 Tons | 21.2 | Tons 70,293 | Lbs. |  |
| Intersegment | 5.6 | - | - |  |  |
| Total | 134.8 Tons | 21.2 | Tons 70,293 | Lbs. |  |
| Net Sales: |  |  |  |  |  |
| To unaffiliated companies | \$70, 142 | \$26,704 | \$89,438 | - | \$186,284 |
| Intersegment(3) | 3, 028 | - | - | \$ 3,028 ) | - |
| Total. | \$73,170 | \$26,704 | \$89,438 | \$ 3,028 ) | \$186, 284 |
| Operating income (loss).. | \$ 9,324 | \$ 597 | \$ 7,807 | \$ 3,200$)$ | \$ 14,528 |


| Nine Months Ended | Hot Rolled | Steel | Aluminum | Corporate and | Consoli |
| :---: | :---: | :---: | :---: | :---: | :---: |
| July 31, 1997 | Steel Bars | Tubes | Products(1) | Other (2) | dated |
| Units shipped: |  |  |  |  |  |
| To unaffiliated companies | 411.6 Tons | 73.1 | Tons 211,349 Lbs. |  |  |
| Intersegment........... | 19.4 | - | - |  |  |
| Total. | 431.0 Tons | 73.1 | Tons 211,349 Lbs. |  |  |
| Net Sales: |  |  |  |  |  |
| To unaffiliated companies | \$219,192 | \$89,913 | \$327, 963 | - | \$637, 068 |
| Intersegment(3). | 11,832 | - | - | \$ $(11,832)$ | - |
| Total. | \$231, 024 | \$89,913 | \$327, 963 | \$ $(11,832)$ | \$637, 068 |
| Operating income (loss).. | \$ 34, 815 | \$ 4, 059 | \$ 16, 728 | \$ $(10,620)$ | \$ 44,982 |


| Nine Months Ended | Hot Rolled | Steel | Aluminum | Corporate | and |
| :--- | :--- | :--- | :--- | :---: | ---: |$\quad$| Consoli- |
| :---: |
| July 31, 1996 |


| Units shipped: |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| To unaffiliated companies | 360.1 | Tons | 68.3 | Tons | 179,759 | Lbs. |  |  |
| Intersegment | 19.7 |  | - |  | - |  |  |  |
| Total. | 379.8 | Tons | 68.3 | Tons | 179,759 | Lbs. |  |  |
| Net Sales: |  |  |  |  |  |  |  |  |
| To unaffiliated companies | \$196,625 |  | \$88,515 |  | \$226,607 |  | - | \$511, 747 |
| Intersegment(3) | 11,186 |  | - |  | - |  | \$(11, 186) | - |
| Total. | \$207, 811 |  | \$88,515 |  | \$226,607 |  | \$(11, 186) | \$511, 747 |
| Operating income (loss).. | \$ 26,999 |  | \$ 4,934 |  | \$ 13, 224 |  | \$(11, 252) | \$ 33,905 |

(1) 1997 includes Piper Impact, Inc.
(2) Included in "Corporate and Other" are intersegment eliminations and corporate expenses.
(3) Intersegment sales are conducted on an arm's-length basis.

Item 2 - Management's Discussion and Analysis of Results of Operations and Financial Condition

Results of Operations

The Company classifies its operations into three business segments: hot rolled steel bars, steel tubes and aluminum products. The Company's products are marketed to the industrial machinery and capital equipment industries, the transportation industry, the energy processing industry and the residential and commercial building industries.

In April 1997, the Company completed the sale of its LaSalle Steel Company ("LaSalle") subsidiary. LaSalle's results of operations have been classified as discontinued operations and prior periods have been restated. For business segment reporting purposes, LaSalle's data was previously classified as "Cold Finished Steel Bars".

The Company's hot rolled steel business reflected improvements in net sales and operating income for the first three quarters of fiscal 1997 as compared to the same periods of fiscal 1996. The improved results were due primarily to higher sales volume, but also reflect the benefits realized from the Company's capital improvement programs, which have allowed the Company to increase production, improve quality and manage manufacturing costs.

The Company's aluminum products business achieved higher sales and operating income primarily due to the acquisition in August 1996 of Piper Impact, Inc. ("Piper") and its higher margin operations. The Company's Nichols-Homeshield Division was affected by weaker margins between selling prices and raw material costs. These margins, referred to herein as "price spreads", are a key financial performance indicator in the aluminum products business.

The Company currently expects that overall business levels for the remainder of fiscal 1997 should be similar to those experienced during 1996. However, domestic and global market factors will impact the Company and any slowdown in the U.S. economy could affect demand and pricing for many of the Company's products. The acquisition of Piper in August 1996 will result in higher fiscal 1997 sales and operating income, assuming no material declines in the markets in which it serves. The sale of LaSalle in April 1997 will affect income for the remainder of fiscal 1997 by the difference between the amount LaSalle would have earned and the reduction in interest expense as a result of the repayment of debt with the net proceeds from the sale. Improved financial results will be dependent upon, among other things, whether the continued strength of the economy can be sustained, improvements in the markets which the Company serves and improvement in the price spreads of aluminum products.

Item 2 - Management's Discussion and Analysis of Results of Operations and Financial Condition (Continued)

The following table sets forth selected operating data for the Company's four businesses:

| Three $\mathrm{Ju}$ | Ended | Nine Months Ended July 31, |  |
| :---: | :---: | :---: | :---: |
| 1997 | 1996 | 1997 | 1996 |

(In thousands)

| Hot Rolled Steel Bars: |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Units shipped (Tons) | 147.9 | 134.8 | 431.0 | 379.8 |
| Net Sales | \$ 79,681 | \$ 73,170 | \$231, 024 | \$207, 811 |
| Operating income | \$ 12,874 | \$ 9,324 | \$ 34, 815 | \$ 26,999 |
| Depreciation and amortization | \$ 3,405 | \$ 4,590 | \$ 10, 215 | \$ 13,770 |
| Identifiable assets. | \$179, 235 | \$164, 209 | \$179, 235 | \$164, 209 |
| Steel Tubes: |  |  |  |  |
| Units shipped (Tons) | 23.3 | 21.2 | 73.1 | 68.3 |
| Net Sales | \$ 29,625 | \$ 26,704 | \$ 89,913 | \$ 88,515 |
| Operating income. | \$ 1,612 | \$ 597 | \$ 4,059 | \$ 4,934 |
| Depreciation and amortization | \$ 607 | \$ 552 | \$ 1,851 | \$ 1,730 |
| Identifiable assets | \$ 45,996 | \$ 41,675 | \$ 45,996 | \$ 41,675 |
| Aluminum Products: |  |  |  |  |
| Units shipped (Pounds) | 74,615 | 70,293 | 211,349 | 179,759 |
| Net Sales | \$120, 235 | \$ 89,438 | \$327, 963 | \$226,607 |
| Operating income | \$ 8,125 | \$ 7,807 | \$ 16,728 | \$ 13, 224 |
| Depreciation and amortization | \$ 5,312 | \$ 3,621 | \$ 18,126 | \$ 10,558 |
| Identifiable assets. | \$414,179 | \$225,143 | \$414, 179 | \$225,143 |

Consolidated net sales for the three and nine months ended July 31, 1997, were $\$ 225.1$ million and $\$ 637.1$ million, respectively, representing increases of $\$ 38.8$ million, or $21 \%$, and $\$ 125.3$ million, or $24 \%$, respectively, when compared to the same periods last year. The improvement principally reflects the inclusion of Piper sales and improved sales volume in the Company's hot rolled steel bar business.

Net sales from the Company's hot rolled steel bar business for the three and nine months ended July 31, 1997, were $\$ 79.7$ million and $\$ 231.0$ million, respectively, representing increases of $\$ 6.5$ million, or $9 \%$, and $\$ 23.2$ million, or 11\%, respectively, when compared to the same periods last year. The improvements were primarily due to sales volume increases of $10 \%$ and $13 \%$, respectively, for the three and nine months ended July 31, 1997, as compared to the same prior year periods. The hot rolled steel bar business sales volume increase is principally due to the continued market strength in the durable goods market, particularly transportation and capital goods, and increased market penetration.

Net sales from the Company's steel tube business for the three and nine months ended July 31 , 1997 , were $\$ 29.6$ million and $\$ 89.9$ million, respectively, representing increases of $\$ 2.9$ million, or 11\%, and $\$ 1.4$ million, or $2 \%$, respectively, when compared to the same periods last year. The improvements were primarily due to sales volume increases of $10 \%$ and $7 \%$, respectively, for the three and nine months ended July 31, 1997, as compared to the same prior year periods. The volume improvement reflects ongoing strength in the mechanical tube market. Pricing pressure continued, however, despite the higher demand.

Item 2 - Management's Discussion and Analysis of Results of Operations and Financial Condition (Continued)

Net sales from the Company's aluminum products business for the three and nine months ended July 31, 1997, were $\$ 120.2$ million and $\$ 328.0$ million, respectively, representing increases of $\$ 30.8$ million, or $34 \%$, and $\$ 101.4$ million, or 45\%, respectively, when compared to the same periods last year. These increases are principally due to the acquisition of Piper in August 1996. Net sales were also higher for the nine months ended July 31, 1997, compared to the same period last year, due to higher sales volume of aluminum flat roll.

Consolidated operating income for the three and nine months ended July 31, 1997, was $\$ 18.3$ million and $\$ 45.0$ million, respectively, representing increases of $\$ 3.7$ million, or $26 \%$, and $\$ 11.1$ million, or $33 \%$, respectively, when compared to the same periods last year. The improvements were primarily due to the inclusion of Piper's results and improved operating income in the hot rolled steel bar business.

Operating income from the Company's hot rolled steel bar business for the three and nine months ended July 31, 1997, was $\$ 12.9$ million and $\$ 34.8$ million, respectively, representing increases of $\$ 3.6$ million, or $38 \%$, and $\$ 7.8$ million, or 29\%, respectively, when compared to the same periods last year. These improvements were attributable to higher sales due to increased capacity and strong demand.

Operating income from the Company's steel tube business for the three and nine months ended July 31, 1997, was $\$ 1.6$ million and $\$ 4.1$ million, respectively, representing an increase of $\$ 1.0$ million and a decrease of $\$ 875$ thousand, respectively, when compared to the same periods last year. Profitability improved during the third quarter of fiscal 1997 reflecting strength in most of this segment's product lines, but, on a year-to-date basis, remained below fiscal 1996 primarily due to weaker selling prices and a depressed boiler tube market.

Operating income from the Company's aluminum products business for the three and nine months ended July 31, 1997, was $\$ 8.1$ million and $\$ 16.7$ million, respectively, representing increases of $\$ 318,000$, or $4 \%$, and $\$ 3.5$ million, or 26\%, respectively, when compared to the same periods last year. Improvement in this segment reflects the acquisition of Piper, partially offset by lower margins at Nichols Aluminum.

Selling, general and administrative expenses decreased by $\$ 484,000$, or $3 \%$, and increased by $\$ 2.3$ million, or $7 \%$, respectively, for the three and nine months ended July 31, 1997, as compared to the same periods of last year. These changes principally reflect the inclusion of Piper in 1997, offset by higher accruals to the allowance for doubtful accounts during the third quarter of fiscal 1996.

Interest expense increased by $\$ 1.7$ million and $\$ 6.4$ million, respectively, for the three and nine months ended July 31, 1997, as compared to the same periods of 1996 primarily as a result of increased bank borrowings associated with the Piper acquisition.

Item 2 - Management's Discussion and Analysis of Results of Operations and Financial Condition (Continued)

Income from continuing operations for the three and nine months ended July 31, 1997, was $\$ 9.4$ million and $\$ 21.1$ million, respectively, as compared to $\$ 7.8$ million and $\$ 16.8$ million for the same prior year periods. The improvements were principally attributable to improved results at the Company's MacSteel division and the inclusion of Piper. Included in "Other, net" for the nine months ended July 31, 1996, was a $\$ 2.3$ million pretax gain related to the final recovery of a business interruption claim. Also included in "Other, net" for the nine months ended July 31, 1996, was $\$ 1.5$ million resulting from a loss on abandonment of idle assets. Capitalized interest increased to \$849,000 and \$2.2 million, respectively, for the three and nine months ended July 31, 1997, compared to $\$ 160,000$ and $\$ 287,000$ for the same periods last year due to ongoing construction related to the expansion programs at MacSteel and Piper. Income taxes were applied at the Company's expected annual effective rate. The Company's effective income tax rate was $35 \%$ for the first three quarters of fiscal 1997 compared to $42 \%$ in the prior year periods.

Income from discontinued operations, net of income taxes, for the nine months ended July 31 , 1997 , was $\$ 1.7$ million, as compared to $\$ 4.6$ million for the same period in 1996. Included in net income for the nine months ended July 31, 1997, is an after-tax gain of $\$ 36.3$ million on the sale of these operations.

## Liquidity and Capital Resources

The Company's principal sources of funds are cash on hand, cash flow from operations, and borrowings under an unsecured $\$ 250$ million Revolving Credit and Term Loan Agreement ("Bank Agreement"). The Bank Agreement consists of a revolving line of credit ("Revolver"). In July 1997, the term loan provisions of the Bank Agreement expired. The maturity date of the Bank Agreement, however, was extended by one year to July 23, 2002. The Bank Agreement also provides for up to $\$ 25$ million for letters of credit, limited to the undrawn amount available under the Revolver. All borrowings under the Revolver bear interest, at the option of the Company, at either (i) the prime rate or the federal funds rate plus one percent, whichever is higher, or (ii) a Eurodollar based rate. In the fourth quarter of fiscal 1996, the Company entered into interest rate swap agreements, which effectively converted $\$ 100$ million of its variable rate debt under the Bank Agreement to fixed rate. Under these agreements, payments are made based on a fixed rate ( $\$ 50$ million at $7.025 \%$, and $\$ 50$ million at $6.755 \%$ ) and payments are received on a LIBOR based variable rate (5.71875\% at July 31, 1997). Differentials to be paid or received under the agreements are recognized as interest expense. Payments under the swap agreements are tied to the interest periods for the borrowings under the Bank Agreement. The swap agreements mature July 29, 2003. The Bank Agreement contains customary affirmative and negative covenants and requirements to maintain a minimum consolidated tangible net worth, as defined. The Bank Agreement limits the payment of dividends and certain restricted investments. Under the Bank Agreement, at July 31, 1997, there were $\$ 100$ million of Revolver borrowings outstanding.

Item 2 - Management's Discussion and Analysis of Results of Operations and Financial Condition (Continued)

In December 1995, the Company acquired all of its outstanding 10.77\% Senior Notes for a purchase price equal to $107.5 \%$ of the principal amount plus accrued interest. The acquisition and related expenses resulted in an after-tax extraordinary charge of approximately $\$ 2.5$ million in the first quarter of 1996. The acquisition was funded with cash and bank borrowings.

On June 30, 1995, the Company exercised its right under the terms of its Cumulative Convertible Exchangeable Preferred Stock to exchange such stock for an aggregate of $\$ 84,920,000$ of its $6.88 \%$ Convertible Subordinated Debentures due June 30, 2007 ("Debentures"). Interest is payable semi-annually on June 30 and December 31 of each year. The Debentures are subject to mandatory annual sinking fund payments sufficient to redeem $25 \%$ of the Debentures issued on each of June 30, 2005 and June 30, 2006, to retire a total of $50 \%$ of the Debentures before maturity. The Debentures are subordinate to all senior indebtedness of the Company and are convertible, at the option of the holder, into shares of the Company's common stock at a conversion price of $\$ 31.50$ per share.

On August 9, 1996, the Company completed the acquisition of substantially all of the assets of Piper. Piper's assets, net of various liabilities, were acquired for approximately $\$ 130$ million in cash, cash equivalents, and notes. This acquisition was financed with existing cash and bank borrowings. Subsequent to the acquisition, the Company's Board of Directors approved additional capital expenditures at Piper totaling approximately $\$ 55$ million. These expenditures are expected to provide the capacity needed to supply major new customer programs phasing in over the next two years.

On April 18, 1997, the Company completed the sale of LaSalle for approximately $\$ 65$ million in cash. The proceeds were used to pay down the Company's Revolver.

At July 31, 1997, the Company had commitments of $\$ 21$ million for the purchase or construction of capital assets, primarily relating to the Company's continued expansions at MacSteel and Piper. The Company plans to fund these capital expenditures through cash flow from operations and, if necessary, additional borrowings.

The Company believes that it has sufficient funds and adequate financial sources available to meet its anticipated liquidity needs. The Company also believes that cash flow from operations, cash balances and available borrowings will be sufficient for the foreseeable future to finance anticipated working capital requirements, capital expenditures, debt service requirements, environmental expenditures and dividends.

## Operating Activities

Cash provided by operating activities during the nine months ended July 31, 1997 , was $\$ 44.1$ million as compared to $\$ 43.0$ million during the nine months ended July 31, 1996. The increase was principally due to improved income and higher depreciation, mostly offset by increased cash used by discontinued operations

## Investment Activities

Net cash provided by investment activities during the nine months ended July 31, 1997, was $\$ 1.2$ million as compared to cash used in investment activities of $\$ 26.8$ million for the same 1996 period. The increase in cash provided by investment activities was principally due to proceeds from the sale of LaSalle, and was partly offset by increased capital expenditures and payment of the remaining notes related to the Piper acquisition. The Company estimates that fiscal 1997 capital expenditures will be approximately $\$ 70$ to $\$ 80$ million.

## Financing Activities

Cash used in financing activities for the nine months ended July 31, 1997, was $\$ 55.6$ million, primarily consisting of $\$ 60.0$ million of repayments of bank borrowings, mostly from the proceeds of the LaSalle sale. Cash used in financing activities for the nine months ended July 31, 1996, was $\$ 29.9$ million, principally consisting of $\$ 44.7$ million for the early extinguishment of long-term debt, a $\$ 10.0$ million reduction in notes payable and the payment of $\$ 6.2$ million in common dividends and was offset by bank borrowings of $\$ 30.0$ million.

Private Securities Litigation Reform Act
Certain forward looking information contained herein is being provided in accordance with the provisions of the Private Securities Litigation Reform Act. Such information is subject to certain assumptions and beliefs based on current information known to the Company and is subject to factors that could result in actual results differing materially from those anticipated in the forward looking statements contained in this report. Such factors include domestic and international economic activity, prevailing prices of steel and aluminum scrap and other raw material costs, interest rates, the continuation of countervailing import duties on certain of the Company's competitors, construction delays, market conditions for the Company's customers, any material changes in purchases by the principal customers of AMSCO and Piper, environmental regulations and changes in estimates of costs for known environmental remediation projects and situations, world-wide political stability and economic growth, the Company's successful implementation of its internal operating plans, performance issues with key customers, suppliers and subcontractors, and regulatory changes and legal proceedings. Accordingly, there can be no assurance that the forward-looking statements contained herein will occur or that objectives will be achieved.

## PART II. OTHER INFORMATION

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

| Exhibit 2.1 | Stock Purchase Agreement dated as of April 18, 1997, by and among Niagara Corporation, Niagara Cold Drawn Corp. and Quanex Corporation filed as Exhibit 2.1 to the Company's Current Report on Form 8-K, dated May 5, 1997, and incorporated herein by reference. |
| :---: | :---: |
| Exhibit 3.1 | Restated Certificate of Incorporation of Quanex Corporation, as amended on February 27, 1997, as filed as Exhibit 4.1 to the Company's Registration Statement on Form S-8, Registration No. 333-22977, and incorporated herein by reference. |
| Exhibit 11 | Statement re computation of earnings per share. |
| Exhibit 27 | Financial Data Schedule. |

A Report on Form 8-K was filed by the Company on May 5, 1997, regarding the completion of the sale of its LaSalle Steel subsidiary and containing certain pro forma financial statements of the Company and notes thereto regarding the sale.

## 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.

QUANEX CORPORATION
/s/ Viren M. Parikh
-
Viren M. Parikh
Controller (Chief Accounting Officer)

## QUANEX CORPORATION

## COMPUTATION OF EARNINGS PER COMMON SHARE

 (In thousands, except per share amounts)|  | Three Months Ended July 31, |  |  | Nine Months Ended July 31, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1997 |  | 1996 |  | 1997 |  | 1996 |
|  | (Unaudited) |  |  | (Unaudited) |  |  |  |
| Income from continuing operations | \$ 9,420 | \$ | 7,751 | \$ | 21,137 |  | 16,756 |
| Income from discontinued operations, net of income taxes. |  |  | 1,394 |  | 1,699 |  | 4,568 |
| Gain on sale of discontinued operations, net of income taxes. | - |  | - |  | 36,290 |  | - |
| Income before extraordinary charge | 9,420 |  | 9,145 |  | 59,126 |  | 21,324 |
| Extraordinary charge - early extinguishment of debt | - - |  | - |  | - |  | $(2,522)$ |
| Net income | \$ 9,420 | \$ | 9,145 | \$ | 59,126 |  | 18,802 |
| Weighted average shares |  |  |  |  |  |  |  |
| outstanding-primary. | 14,105 |  | 13,659 |  | 13,933 |  | 13,630 |
| Earnings per common share: |  |  |  |  |  |  |  |
| Primary: |  |  |  |  |  |  |  |
| Income from continuing operations | \$ 0.67 |  | \$ 0.57 |  | 1.52 |  | \$ 1.23 |
| Income from discontinued operations | - |  | 0.10 |  | 0.12 |  | 0.34 |
| Gain on sale of discontinued operations | - |  | - |  | 2.60 |  | - |
| Extraordinary charge | - |  | - |  | - |  | (0.19) |
| Earnings per common share | \$ 0.67 |  | \$ 0.67 |  | 4.24 |  | \$ 1.38 |
| Income from continuing operations.................\$ | \$ 9,420 | \$ | 7,751 | \$ | 21,137 |  | 16,756 |
| Income from discontinued operations, net of income taxes. |  |  | 1,394 |  | 1,699 |  | 4,568 |
| Gain on sale of discontinued operations, net of income taxes. | - |  | - |  | 36,290 |  | - |
| Income before extraordinary charge | 9,420 |  | 9,145 |  | 59,126 |  | 21,324 |
| Extraordinary charge - early extinguishment of debt | t |  | - |  | - |  | $(2,522)$ |
| Net income. | 9,420 |  | 9,145 |  | 59,126 |  | 18,802 |
| Interest on $6.88 \%$ convertible subordinated debentures and amortization of related issuance |  |  |  |  |  |  |  |
| Adjusted net income................................\$ | \$ 10,419 | \$ | 10, 037 | \$ | 62,123 | \$ | 21,478 |
| Weighted average shares |  |  |  |  |  |  |  |
| outstanding-primary. | 14,105 |  | 13,659 |  | 13,933 |  | 13,630 |
| Effect of common stock equivalents arising from stock options...... | 41 |  | - |  | 108 |  | - |
| Subordinated debentures assumed converted to common stock. | 2,696 |  | 2,696 |  | 2,696 |  | 2,696 |
| Weighted average shares | ------ |  | ----- |  | ------ |  | ----- |
| outstanding-fully diluted. | 16,842 |  | 16,355 |  | 16,737 |  | 16,326 |
| Earnings per common share: |  |  |  |  |  |  |  |
| Assuming full dilution: |  |  |  |  |  |  |  |
| Income from continuing operations. | \$ 0.62 |  | \$ 0.53 |  | 1.44 |  | \$ 1.19 |
| Income from discontinued operations | - |  | 0.08 |  | 0.10 |  | 0.28 |
| Gain on sale of discontinued operations | - |  | - |  | 2.17 |  | - |
| Extraordinary charge. | - |  | - |  | - |  | (0.15) |
| Earnings per common share. | \$ 0.62 |  | \$ 0.61 | \$ | 3.71 |  | \$ 1.32 |

This schedule contains summary financial information extracted from the balance sheet as of July 31, 1997 and the income statement for the three and nine months ended July 31, 1997 and is qualified in its entirety by reference to such financial statements.

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9-MOS
OCT-31-1997
NOV-01-1996
JUL-31-1997
25,672
0
88,469
89,106
214,683
310,561
677,200
130,180
194,273
0
0
7,002
251, 604
677,200
637,068
637,068
553, 832
553, 832
0
0
13, 808
32,519
11,382
21,137
1,699
36,290
0
59,126
4.240
3.710

