

YALE INDUSTRIAL PRODUCTS INC  
Form 10-Q  
January 29, 2010

---

UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
Washington, D. C. 20549  
FORM 10-Q

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

For the quarterly period ended December 31, 2009

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: 0-27618

Columbus McKinnon Corporation  
(Exact name of registrant as specified in its charter)

New York 16-0547600  
(State or other jurisdiction of incorporation or organization) (I.R.S. Employer  
Identification No.)

140 John James Audubon Parkway, Amherst, NY 14228-1197  
(Address of principal executive offices) (Zip code)

(716) 689-5400  
(Registrant's telephone number, including area code)

(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  No

Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Web site, if  
any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T during  
the preceding 12 months (or for such shorter period that the registrant was required to submit and post such  
files). Yes  No

Edgar Filing: YALE INDUSTRIAL PRODUCTS INC - Form 10-Q

Indicate by checkmark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, or a smaller reporting company. See definition of “large accelerated filer,” “accelerated filer” and “smaller reporting company” in Rule 12b-2 of the Act.

Large accelerated filer

Accelerated filer

Non-accelerated filer  (Do not check if a smaller reporting company)

Smaller Reporting Company

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act).

Yes  No

The number of shares of common stock outstanding as of December 31, 2009 was: 19,112,106 shares.

---

FORM 10-Q INDEX  
COLUMBUS McKINNON CORPORATION  
December 31, 2009

|                               |   | Page<br># |
|-------------------------------|---|-----------|
| Part I. Financial Information |   |           |
| Item 1.                       | Condensed Consolidated Financial Statements (Unaudited)   |           |
|                               | <u>Condensed consolidated balance sheets – December 31, 2009 and March 31, 2009</u>   | 2         |
|                               | <u>Condensed consolidated statements of operations and retained earnings - Three months and nine months ended December 31, 2009 and December 28, 2008</u> | 3         |
|                               | <u>Condensed consolidated statements of cash flows - Nine months ended December 31, 2009 and December 28, 2008</u>  | 4         |
|                               | <u>Condensed consolidated statements of comprehensive (loss) income - Three months and nine months ended December 31, 2009 and December 28, 2008</u>      | 5         |
|                               | <u>Notes to condensed consolidated financial statements – December 31, 2009</u>   | 6         |
| Item 2.                       | <u>Management's Discussion and Analysis of Results of Operations and Financial Condition</u>  | 22        |
| Item 3.                       | <u>Quantitative and Qualitative Disclosures About Market Risk</u>   | 31        |
| Item 4.                       | <u>Controls and Procedures</u>  | 31        |
| Part II. Other Information    |   |           |
| Item 1.                       | <u>Legal Proceedings – none.</u>  | 32        |
| Item 1A.                      | <u>Risk Factors</u>   | 32        |
| Item 2.                       | <u>Unregistered Sales of Equity Securities and Use of Proceeds – none.</u>  | 32        |
| Item 3.                       | <u>Defaults upon Senior Securities – none.</u>  | 32        |
| Item 4.                       | <u>Submission of Matters to a Vote of Security Holders – none.</u>  | 32        |
| Item 5.                       | <u>Other Information – none.</u>  | 32        |

Item 6.

Exhibits

32

- 1 -

---

Table of Contents

## Part I. Financial Information

## Item 1. Condensed Consolidated Financial Statements (Unaudited)

COLUMBUS McKINNON CORPORATION  
CONDENSED CONSOLIDATED BALANCE SHEETS

|  | December<br>31,<br>2009<br>(unaudited) | March 31,<br>2009 |
|--|--|-------------------|
|  | (In thousands)                         |                   |
| <b>ASSETS:</b>   |  |                   |
| Current assets:  |  |                   |
| Cash and cash equivalents  | \$51,034                               | \$39,236          |
| Trade accounts receivable less allowance for doubtful accounts (\$4,512 and \$5,338, respectively)       | 65,105                                 | 80,168            |
| Inventories  | 85,696                                 | 100,621           |
| Prepaid expenses   | 16,647                                 | 18,115            |
| Total current assets   | 218,482                                | 238,140           |
| Property, plant, and equipment, net  | 60,243                                 | 62,102            |
| Goodwill and other intangibles, net  | 127,037                                | 125,080           |
| Marketable securities  | 30,860                                 | 28,828            |
| Deferred taxes on income   | 36,607                                 | 32,521            |
| Other assets   | 3,991                                  | 4,993             |
| Total assets   | \$477,220                              | \$491,664         |
| <b>LIABILITIES AND SHAREHOLDERS' EQUITY:</b>   |  |                   |
| Current liabilities:   |  |                   |
| Notes payable to banks   | \$1,003                                | \$4,787           |
| Trade accounts payable   | 22,476                                 | 33,298            |
| Accrued liabilities  | 50,193                                 | 50,443            |
| Restructuring reserve  | 4,194                                  | 1,302             |
| Current portion of long-term debt  | 1,165                                  | 1,171             |
| Total current liabilities  | 79,031                                 | 91,001            |
| Senior debt, less current portion  | 6,538                                  | 7,073             |
| Subordinated debt  | 124,855                                | 124,855           |
| Other non-current liabilities  | 81,323                                 | 86,881            |
| Total liabilities  | 291,747                                | 309,810           |
| Shareholders' equity:  |  |                   |
| Voting common stock; 50,000,000 shares authorized; 19,112,106 and 19,046,930 shares issued, respectively | 191                                    | 190               |
| Additional paid-in capital   | 182,011                                | 180,327           |
| Retained earnings  | 34,418                                 | 41,891            |
| ESOP debt guarantee  | (1,963 )                               | (2,309 )          |
| Accumulated other comprehensive loss   | (29,184 )                              | (38,245 )         |
| Total shareholders' equity   | 185,473                                | 181,854           |
| Total liabilities and shareholders' equity   | \$477,220                              | \$491,664         |

Edgar Filing: YALE INDUSTRIAL PRODUCTS INC - Form 10-Q  
See accompanying notes to condensed consolidated financial statements.

- 2 -

---

Table of Contents

COLUMBUS McKINNON CORPORATION  
 CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS AND RETAINED EARNINGS  
 (UNAUDITED)

| Three Months Ended |          | Nine Months Ended |          |
|--------------------|----------|-------------------|----------|
| December           | December | December          | December |
| 31,                | 28,      | 31,               | 28,      |
| 2009               | 2008     | 2009              | 2008     |

(In thousands, except per share data)

|                       |           |           |           |           |
|-----------------------|-----------|-----------|-----------|-----------|
| Net sales             | \$118,971 | \$165,076 | \$353,213 | \$470,920 |
| Cost of products sold |           |           |           |           |