

Edgar Filing: GENERAL KINETICS INC - Form 10-K

GENERAL KINETICS INC  
Form 10-K  
August 29, 2001

SECURITIES AND EXCHANGE COMMISSION  
Washington, D.C. 20549

FORM 10-K

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

For the fiscal year ended May 31, 2001

Commission File No. 0-1738

GENERAL KINETICS INCORPORATED  
(Exact Name of Registrant as specified in its Charter)

Virginia  
(State of Incorporation)

54-0594435  
(IRS Employer Identification No.)

10688-D Crestwood Drive, Manassas, VA  
(Address of principal executive offices)

20109  
(Zip Code)

Registrant's telephone number

(703) 331-8033

Securities registered pursuant to Section 12(b) of the Act:

None

Securities registered pursuant to Section 12(g) of the Act:

Title of Each Class

-----

Common Stock with par value of 25 cents per share

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 by check mark if disclosure of delinquent filers pursuant to Item 405 of Regulation S-K is not contained herein and will not be contained, to the best of the registrant's knowledge, in definitive proxy or information statements incorporated by reference in Part III of this Form 10-K or any amendment to this Form 10-K .

Aggregate market value of the voting stock held by non-affiliates of the Registrant as of August 20, 2001 \$ 392,156\*

(\* Executive officers, directors, and Registrant's ESOP were considered affiliates, solely for purposes of this item.)

The number of shares outstanding of Registrant's Common Stock, \$.25 par value, as of August 17, 2000, was

6,718,925

# Edgar Filing: GENERAL KINETICS INC - Form 10-K

Documents Incorporated by Reference  
-----

Certain portions of the Registrant's Proxy Statement to be filed with the Securities and Exchange Commission not later than 120 days after the end of the Registrant's 2001 fiscal year are incorporated into Part III hereof.

## CAUTIONARY STATEMENT UNDER THE PRIVATE SECURITIES LITIGATION REFORM ACT OF 1995

Statements contained in this Annual Report on Form 10-K, including without limitation, as set forth under the caption "Management's Discussion and Analysis of Financial Condition and Results of Operations", as well as oral statements that may be made by the Company or by officers, directors or employees of the Company acting on the Company's behalf, that are not historical fact may contain "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. Forward-looking statements involve risks and uncertainties. They are not historical facts or guarantees of future performance or events. They are based on current expectations, estimates, beliefs, assumptions, goals and objectives, and are subject to uncertainties that are difficult to predict. In particular, certain risks and uncertainties may include, but are not limited to, the risk that the Company may not be able to obtain additional financing if necessary; the risk that the Company may not be able to continue the necessary development of its operations, including maintaining or increasing sales and production levels, on a profitable basis; the risk the Company may in the future have to comply with more stringent environmental laws or regulations or more vigorous enforcement policies of regulatory agencies, and that such compliance could require substantial expenditures by the Company; the risk that U.S. defense spending may be substantially reduced; and the risk that the Company's Common Stock will not continue to be quoted on the NASD OTC Bulletin Board services. Forward looking statements included in this quarterly report are based on information known to GKI as of the date of this quarterly report and GKI accepts no obligation (and expressly disclaims any obligations) to update these forward looking statements and does not intend to do so. Certain of these risks and uncertainties are described in the Company's reports and statements filed from time to time with the Securities and Exchange Commission, including this Report.

## PART I

### ITEM 1 - BUSINESS

#### (a) General Development of Business

General Kinetics Incorporated (the "Company" or "GKI"), through its Electronic Enclosure Division (the "EED"), designs and manufactures high-quality precision enclosures for electronic systems, principally for sale to the U.S. Department of Defense and the U.S. Navy.

Over the years, the Company has operated a number of diversified businesses. The Company was founded in 1954 and its Common Stock became publicly traded in November 1961.

Beginning in December 1992, the Company's operations were financed to a significant extent by debt and equity investments made by clients of Gutzwiller & Partner, A.G. ("Gutzwiller") or its successor, most recently in 1994. The Company understands that shares of its Common Stock and convertible debentures, which in past years have been reported as beneficially owned by Gutzwiller or

## Edgar Filing: GENERAL KINETICS INC - Form 10-K

its successor, are held by Gutzwiller or its successor as nominee only for various underlying owners, none of which is a beneficial owner of five percent or more of the Company's Common Stock. As of May 31, 2001, clients of Gutzwiller or its successor had invested approximately \$3 million in equity, and approximately \$9.0 million in convertible debentures of the Company.

As of December 5, 1996, GKI completed the sale of its Secure Communications Division ("SCD") to Cryptek Secure Communications, LLC ("Cryptek"), a Delaware limited liability company, the majority of whose equity interests are owned by affiliates of Angelo Gordon & Co., L.P. As of May 30, 1997, the Company sold the stock in its wholly owned Food Technology Corporation ("FTC") subsidiary to the former vice president and general manager of FTC.

### (b) Financial Information About Industry Segments

Due to the sale of SCD and FTC during fiscal 1997, the Company is currently operating in a single industry segment.

### (c) Narrative Description of Business

3

## Electronic Enclosure Business

### General

The Electronic Enclosure Division designs and manufactures high-quality precision enclosures for sophisticated electronic systems. The EED is a manufacturing and engineering services group which produces build-to-print as well as custom engineered products. The EED has manufactured electronics-ready enclosures and mounting systems for over 30 years. Products include both standard and made-to-order racks, cabinets and kits. These products are precision-manufactured to enclose and protect sensitive electronic communication and detection equipment from shock and vibration. The EED's principal customer for these products is the U.S. Navy which, directly or indirectly through its prime contractors, accounted for 91%, 83%, and 92% of the Division's revenues in fiscal 2001, 2000 and 1999, respectively. The EED sells these products as a prime contractor and also as a subcontractor to major prime contractors such as Lockheed Martin, SAIC, Northrop Grumman, and DRS Laurel Technologies.

### Strategy

The Company's long-term goals for the EED are to increase market penetration with the Department of Defense, and to expand into the non-government marketplace by targeting build-to-print or engineering design opportunities for enclosures and related products. In addition, the Company entered the commercial enclosure marketplace in fiscal 1999. The current strategy for these products is to concentrate on selling high-end precision enclosures through a small network of U.S. sales representatives. The Company does not expect the non-government marketplace to provide a significant portion of the Company's sales during fiscal 2002. Management intends to use its current sales force and build on its reputation for quality to expand sales to the U.S. Navy and other agencies within the government.

The Company plans to finance its strategy for Fiscal 2002 through cash on hand as of May 31, 2001, careful management of operating expenses, factoring accounts receivable to alleviate short-term cash requirements, and cash flow generated through operations. The Company may also look for additional sources of financing to provide a cushion to handle variances in cash requirements if sales and shipment levels fluctuate throughout the fiscal year.

#### Products

The EED's principal products are enclosures, such as racks, cabinets, consoles, and mounting platforms for sophisticated electronic systems generally made in accordance with specific client requirements. The EED has developed a series of consoles and enclosures to offer as a commercial-off-the-shelf ("COTS") product to be sold to prime contractors for contracts in the defense community that require this type of enclosure. These consoles and enclosures provide an environment that makes it possible to use commercial electronics while meeting the need for combat ready systems.

The EED's production processes cover a wide range of operations, including high volume production using tight tolerance, military-specified engineering requirements. Military specifications for metal fabrication and machinery require geometric dimensioning to and from fabricated areas to datums within ten thousandths of an inch (.0001) of their true fabricated position, and the machining of parts to a size of plus or minus one thousandth of an inch (.001) of their specified dimension. Furthermore, the EED has in-plant facilities to test for radio frequency interference (R.F. testing) as it is required to certify certain products. The EED fabricates metal cabinets and other products from sheet aluminum and steel and other metal components, all of which are readily available from numerous domestic suppliers. The manufactured products must satisfy the close-tolerance specifications of its customers and are subjected to in-house sound testing to ensure that the levels of noise emanating from the enclosures at various frequencies are within customer specifications. The EED's products have high visibility in such programs as AEGIS and other major U.S. Government programs.

#### Customers

During fiscal years 2001, 2000 and 1999 the EED has sold 91%, 83%, and 92%, respectively, of its products to the U.S. Government, principally to the U.S. Navy, either as a prime contractor or a subcontractor to major prime contractors. Therefore, a material decline in spending by the Department of Defense, in particular spending by the U.S. Navy, could have a material adverse effect on the operations of the EED, unless offset by greater market penetration or new sales to other

government and commercial customers. In addition, the Company's U.S. Government contracts and, in general, its subcontracts with the U.S. Government's prime contractors provide that such contracts may be terminated by the U.S. Government or prime contractor for convenience at any time. The Company considers its relationships with the U.S. Navy and its major prime contractor customers to be good.

#### Marketing and Sales

The EED currently markets its products through a direct sales force and through outside agencies. The EED also participates in industry trade shows as a means of contacting new and existing customers and introducing new products.

#### Backlog

## Edgar Filing: GENERAL KINETICS INC - Form 10-K

The EED sells its products pursuant to both long and short-term contracts with scheduled backlog and delivery orders. Amounts are not carried in backlog until the related contracts receive government funding (in the case of government contracts) and, in any event, delivery orders are released to the Company. Once an order is received, production and delivery can be scheduled, but in some instances dates can be delayed by changing requirements of government or commercial customers.

The EED's contract backlog as of May 31, 2001 and May 31, 2000 was approximately \$4.3 million and \$3.01 million, respectively. The May 31, 2001 backlog includes \$832,000 (for which delivery orders have been released) of a \$4.5 million contract with a U.S. Navy prime contractor. At May 31, 2001, the government had funded approximately \$2.8 million on the contract, and the prime contractor had released \$832 thousand for shipment. The Company does not believe that seasonal fluctuations play a significant role in the backlog for the enclosure business.

6

### Competition

The EED operates in a mature, highly fragmented market with intense competition. The principal elements of competition are price, the ability to deliver products in accordance with major U.S. Government and prime contractor production schedules, technical expertise, quality, service and support. The Company believes that the EED competes with approximately 25 other manufacturers of electronic enclosures, including, in some instances, major prime contractors, which are also customers of the Company. Certain of the EED's competitors have significantly greater financial, marketing and technological resources than the Company.

### Research and Development

The Company expects research and development activities to total less than \$50,000 during fiscal 2002.

### The U.S. Government Procurement Process

The majority of the Company's fiscal 2001 revenue from continuing operations was generated from sales directly to departments and agencies of the U.S. Government, and to prime contractors reselling to the U.S. Government market, principally to the U.S. Navy. Revenue from these sales represented approximately 91% of the Company's total revenue in fiscal 2001. The Company sells to the U.S. Government through a wide variety of contract procurement mechanisms that include formal solicitations and requests for quotes. The Company's sales to U.S. Government prime contractors are typically made through contracts secured by formal competitive bidding.

The Company's U.S. Government contracts and, in general, its subcontracts with the U.S. Government's prime contractors, provide that such contracts may be terminated by the U.S. Government or prime contractor for convenience at any time. The Company estimates that substantially all of the EED's fiscal 2001 revenue was derived from contracts that are subject to termination for convenience. In the event of such a termination, the Company is normally entitled to receive the purchase price for delivered items, reimbursement for allowable costs for work in process, and an allowance for profit thereon or adjustment for loss if completion of performance would have resulted in a loss.

7

## Edgar Filing: GENERAL KINETICS INC - Form 10-K

There were no terminations for convenience in fiscal 1999, 2000, or 2001. Upon termination of a U.S. Government contract for contractor default, the U.S. Government may seek to recover from the defaulting contractor the increased costs of procuring the specified goods and services from a different contractor. The U.S. Government to date has not terminated for default any contract awarded to the Company.

In connection with its efforts to compete for U.S. Government business, the Company has enjoyed certain statutory advantages as a consequence of its size, location and the American-made character of its products. Such advantages may not be available to the Company in the future. Although the Company believes that it will continue to qualify under these statutory provisions for the foreseeable future, the Company does not believe that the loss of such status would be likely to have a material adverse effect upon the Company.

The Company's sales to the U.S. Government are subject to numerous other factors beyond the Company's control that generally apply to other U.S. Government contractors, including fluctuations and delays resulting from the appropriations process, the outcome of competitions for contracts, and reductions in levels of military and other agencies' spending.

### Employees and Labor Agreements

As of May 31, 2001, the Company had 96 employees, all located in the United States. Of the 96 employees, 28 were salaried and 68 were paid by the hour. At that date, on a Company-wide basis, there were 4 employees in engineering, 1 employee in sales and marketing, 77 employees in manufacturing and assembly operations, and 14 employees in an executive capacity or in finance and administration. Fifty-nine of the Company's employees were represented by the International Brotherhood of Electrical Workers Union in Johnstown, Pennsylvania. The Company and the Union are working under a five-year collective bargaining agreement that will expire on May 31, 2004. The Company considers its employee relations to be good.

8

### Environmental Matters

The EED uses limited amounts of hazardous materials in its production process, primarily in the treatment of metal components. All such materials are disposed of by independent certified carriers. The Company believes it operates its facilities in compliance, in all material respects with, all existing federal, state and local environmental regulations.

Pursuant to the requirements of applicable federal, state, and local statutes and regulations, the Company believes it has received all of the environmental permits and approvals necessary for the operations of its facilities.

### Secure Communications Division

In December 1996, GKI completed the sale of SCD to Cryptek, the majority of whose equity interests are owned by affiliates of Angelo Gordon & Co., L.P. The SCD division had been in the business of manufacturing and selling secure facsimile machines and secure local area network products for customers handling classified information. The division incurred significant operating losses during fiscal 1997 and in each of the prior three fiscal years. Management believed that the resources likely to be involved in returning the division to profitability could more effectively be generated and utilized in connection with the development of the EED and other activities. In addition, the \$1.75

## Edgar Filing: GENERAL KINETICS INC - Form 10-K

million in cash proceeds received from the sale of the division at closing provided the Company with operating capital for its continuing business.

In December 1998, the Company entered into a settlement agreement with Cryptek, resolving differences arising out of its purchase of GKI's former secure communications business. Pursuant to such settlement, Cryptek made an immediate principal payment of \$25,000 on its outstanding promissory note to the Company and agreed to forego sublease rent owed by the Company through November 1998. The remaining principal amount of the Cryptek promissory note was reduced to \$550,000 and the payment schedule for such note was revised and extended through 2002. In addition, the face value of the preferred membership interest in Cryptek held by the Company was reset at \$900,000, and the

9

requirement for redemption of such interest by Cryptek was extended through December 2002.

In October 1999, the Company entered into an agreement that amended the settlement agreement the Company had reached with Cryptek in December 1998. The October 1999 Agreement reduced the face amount of the promissory note payable to the Company by Cryptek from \$550,000 to \$400,000 in exchange for accelerating the payment schedule. The Company received \$200,000 upon execution of the new Agreement. In addition, the October 1999 Agreement gave Cryptek the option to pay the remainder of the promissory note and redeem the preferred interest in Cryptek held by the Company (with a face amount of \$900,000 and a requirement for mandatory redemption in December 2002) for an additional \$488,750, if that option were exercised within six months after the execution of the October 1999 Agreement.

At November 30, 1999, the \$150,000 reduction in the face amount of the note was offset against an existing valuation reserve related to the Cryptek promissory note. In December 1999, Cryptek exercised its option and paid the Company \$478,800, representing a discount of \$10,000 in consideration of a closing in December 1999 rather than at the end of the six-month option period in April 2000. The \$478,800 was first applied to settle the note receivable with a carrying value of \$200,000, and the excess of \$278,800 is recorded in the prior fiscal year financial statements as a non-recurring gain in non-operating income. This gain was recognized because GKI did not attribute any value to the preferred interest in Cryptek for financial reporting purposes due to uncertainty over valuation at the time of the original sale transaction.

### Food Technology Corporation

As of May 30, 1997, the Company sold the stock in its wholly owned FTC subsidiary to the former vice president and general manager of FTC. FTC is a manufacturer of high-quality texture testing instrumentation for the food industry and optical inspection equipment for the plastics and related industries. The Company decided to exit the Food Technology business primarily because it was a small operation which was not related to the Company's primary business, and had not experienced any significant growth in recent years.

10

### (d) Foreign and Domestic Operations and Export Sales

The EED has not had significant foreign operations or export sales.

## Edgar Filing: GENERAL KINETICS INC - Form 10-K

### ITEM 2 - PROPERTIES

The Company maintains its executive offices in a leased facility in northern Virginia.

Manufacturing facilities for the Company's EED are presently located in a building owned by the Company, a 56,000 square foot industrial manufacturing plant in Johnstown, Pennsylvania. A small portion of the Johnstown facility is leased to unrelated third parties. The Johnstown facility is subject to a mortgage held by a local banking institution.

The Company believes that its present facilities are adequate to meet its current production requirements.

### ITEM 3 - LEGAL PROCEEDINGS

As of the date hereof, there are no material pending legal proceeding, to which the Company is a party or of which any of its property is the subject.

### ITEM 4 - SUBMISSION OF MATTERS TO A VOTE OF SHAREHOLDERS

None

## PART II

### ITEM 5 - MARKET FOR GKI COMMON STOCK AND RELATED SECURITY HOLDER MATTERS

The Company's Common Stock, \$.25 par value per share, is quoted in the Over the Counter ("OTC") Bulletin Board service, under the symbol "GKIN". The table below presents the high and low sales prices as reported for the fiscal quarters within the two most recent fiscal years:

11

Quarter Ended -----	High ----	Low ---
May 31, 2001	.08	.05
February 28, 2001	.08	.04
November 30, 2000	.09	.05
August 31, 2000	.28	.07
May 31, 2001	.49	.10
February 28, 2000	.34	.03
November 30, 1999	.10	.04
August 31, 1999	.15	.06

The approximate number of holders of record of the Company's Common Stock, \$.25 par value, as of August 13, 2001, was 1,013.



## Edgar Filing: GENERAL KINETICS INC - Form 10-K

The Company has not paid any dividends during the last five fiscal years and has no present plans to pay dividends in the foreseeable future.

### ITEM 6 - SELECTED FINANCIAL DATA

The following sets forth certain selected consolidated financial data for each of the years in the five-year period ended May 31, 2001. The consolidated statement of operations data for the fiscal years ended May 31, 2001, 2000, 1999 and the consolidated balance sheet data at May 31, 2001 and 2000 are derived from and are qualified by reference to the consolidated financial statements of the Company audited by BDO Seidman, LLP, the Company's independent certified public accountants, included elsewhere, herein. The consolidated statement of operations data for the fiscal years ended May 31, 1998 and 1997 and the consolidated balance sheet data at May 31, 1999, 1998 and 1997 are derived from consolidated financial statements of the Company also audited by BDO Seidman, LLP, but not included herein. The financial data should be read in conjunction with the consolidated financial statements and related notes and other financial information and Management's Discussion and Analysis of Financial Condition and Results of Operations included elsewhere herein.

12

	Years ended May 31			
	1997	1998	1999	2000
	(in thousands, except per share data)			
<hr style="border-top: 1px dashed black;"/>				
Income Statement Data:				
<hr style="border-top: 1px dashed black;"/>				
Net Sales	\$ 7,700	\$ 6,739	\$ 7,490	\$ 8,833
Cost of sales	5,542	5,013	6,429	7,828
	2,158	1,726	1,061	1,005
Gross profit				
Selling, general, and administrative expenses	1,470	1,153	1,724	1,514
Product R&D, and improvement	59	0	0	0
Provision for Note Receivable	0	442	13	0
	629	131	(675)	(509)
Operating income (loss)				
Gain on sale of building	0	192	0	0
Gain on Note Settlement	0	0	0	279
Other Income	0	0	0	0
Interest expense, net	336	250	241	299
	293	73	(916)	(529)
Income (loss) from con- tinuing operations				
Income (loss) from dis- continued operations	(217)	0	0	0
	76	73	(916)	(529)
Income (loss) before extraordinary item				

Edgar Filing: GENERAL KINETICS INC - Form 10-K

Extraordinary gain from debt extinguishment	0	187	67	0
	-----	-----	-----	-----
Income (loss) before income taxes	76	260	(849)	(529)
Provision for income taxes	0	6	0	0
	-----	-----	-----	-----
Net Income/(Loss)	\$ 76	\$ 254	\$ (849)	\$ (529)
	=====	=====	=====	=====
Basic Earnings Per Share:				
Income (loss) from continuing operations	.04	.01	(.136)	(.079)
Loss from discontinued operations	(.03)	.00	.000	.000
Income from extraor- dinary item	.00	.03	.010	.000
Basic Earnings(loss) Per share	.01	.04	(.126)	(.079)

13

Weighted average common shares outstanding	6,659	6,719	6,719	6,719
Diluted Earnings Per Share:				
Income (loss) from continuing operations	.014	.005	(.136)	(.079)
Loss from discontinued Operations	(.008)	.000	.000	.000
Income from extraor- dinary item	.000	.008	.010	.000
Diluted Earnings(loss) Per share	.005	.013	(.126)	(.079)
Weighted average common shares and dilutive equi- valents outstanding	25,509	24,909	6,719	6,719
Cash dividends per common share	0	0	0	0

14

Balance Sheet and Other Data:

	May 31,				
	1997	1998	1999	2000	2001
	----	----	----	----	----
Working capital	\$ 2,070	\$ 2,492	\$1,570	\$1,381	\$1,351

Edgar Filing: GENERAL KINETICS INC - Form 10-K

Cash	1,482	1,923	307	958	388
Total assets	5,334	4,770	4,685	4,130	4,009
Net property, plant & equipment	1,249	1,015	1,016	925	801
Capital expenditures	157	288	174	93	34
Long-term liabilities	9,964	9,646	9,580	9,570	9,551
Total Stockholders' Deficit	(6,073)	(5,788)	(6,638)	(7,166)	(7,296)

15

ITEM 7 - MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

Results of Operations

The following table sets forth items from the Company's consolidated statements of operations for fiscal years 1999, 2000 and 2001 (each ended May 31), as a percentage of revenue.

	Percent of Revenue		
	1999	2000	2001
	----	----	----
Net sales	100.0%	100.0%	100.0%
Gross profit	14.2%	11.4%	18.4%
Operating expenses	(23.2%)	(17.1%)	(19.4%)
Operating income (loss)	( 9.0%)	( 5.7%)	( 1.0%)
Interest expense	( 3.2%)	( 3.4%)	( 2.7%)
Gain on settlement of Cryptek Note	0.0%	3.2%	0.0%
Extraordinary item- debt extinguishment	0.9%	0.0%	0.0%
Loss from discontinued operations	0.0%	0.0%	0.0%
Other Income	0.0%	0.0%	2.1%
Net loss	(11.3%)	( 5.9%)	( 1.6%)
	=====	=====	=====

Fiscal Year 2001 Compared to Fiscal Year 2000

Net sales for fiscal 2001 were approximately \$8.3 million as compared with \$8.8 million for fiscal 2000, representing a decrease of 5.7%. The decrease in sales was due primarily to normal fluctuations in the timing of appropriations for government spending.

The principal customer for the Enclosure Division's products is the U.S. Government, principally the U.S. Navy, which, directly or through its prime contractors, accounted for 91% of the EED's revenues in fiscal year 2001. The Company's sales to the United States government and its prime contractors

## Edgar Filing: GENERAL KINETICS INC - Form 10-K

represented approximately 83% and 92% of total net sales during the Company's

16

fiscal years ended May 31, 2000 and May 31, 1999, respectively, and are expected to continue to account for a substantial portion of the Company's revenues for the foreseeable future. The Company's contracts with the United States government are subject to the availability of funds through annual appropriations, may be terminated by the government for its convenience at any time and generally do not require the purchase of a fixed quantity of products. Reductions in United States government defense spending could adversely affect the Company's operating results. While the Company is not aware of present or anticipated reductions in United States government spending on specific programs or contracts pursuant to which the Company has sold material quantities of its products, there can be no assurance that such reductions will not occur or that decreases in United States government defense spending in general will not have an adverse effect on sales of the Company's products in the future.

Gross profit for fiscal 2001 was approximately \$1.5 million compared with approximately \$1.0 million for fiscal 2000. Gross profit as a percentage of sales increased from 11.4% in fiscal 2000 to 18.4% in fiscal 2001. The primary reasons for the increase in gross profit margins were the steps taken to address production issues identified during fiscal 2000 as the Company faced large fluctuations in shipping volume due to the timing of appropriations for government spending.

Operating expenses for fiscal 2001 were approximately \$1.6 million compared with \$1.5 million for fiscal 2000. During the fiscal year ended May 31, 2001, the Company incurred \$42,800 in Product Research, Development & Improvement costs related to the initial development work on a new enclosure product.

During the fiscal year ended May 31 2001, the Company recorded \$175,000 in "other income" related to the payment of Notes receivable due from Link2It, LLC that had been fully reserved in the prior fiscal year (see Note 4 to the consolidated financial statements).

As discussed above, during fiscal 2000 the Company recorded a non-recurring gain of \$278,000 on the settlement of the Cryptek note and preferred interest.

### Interest Expense

Interest expense decreased to approximately \$219,700 in fiscal 2001 as compared to approximately \$298,900 in fiscal 2000. This decrease occurred principally because interest expense from

17

factoring accounts receivable was \$9,300 in fiscal 2001 as compared to \$70,800 in fiscal 2000.

The overall net loss was \$129,800 for fiscal 2001 as compared to a net loss of \$528,800 in fiscal 2000. The improvement was primarily due to the increase in gross profits discussed above.

### Income Taxes

The Company had no income tax provision in fiscal 2001 or fiscal 2000 due to the

## Edgar Filing: GENERAL KINETICS INC - Form 10-K

net losses. Under Statement of Accounting Standards No. 109 (FAS 109), deferred tax assets and liabilities are determined based on differences between financial reporting and tax basis of assets and liabilities and are measured using enacted tax rates and laws that will be in effect when the differences are expected to reverse. The Company has provided a full valuation allowance against its net deferred tax asset due to uncertainties of its ultimate realization in fiscal 2001 and 2000. If the Company achieves profitable operations, it will be subject to alternative minimum taxes, which have a lower effective tax rate than the statutory rate of 34%.

### Fiscal Year 2000 Compared to Fiscal Year 1999

Net sales for fiscal 2000 were approximately \$8.8 million as compared with \$7.5 million for fiscal 1999, representing an increase of 17.3%. The increase in volume was primarily attributable to increased customer demand and increased sales and marketing efforts by the Company.

Gross profit for fiscal 2000 was approximately \$1.0 million compared with approximately \$1.1 million for fiscal 1999. Gross profit as a percentage of sales decreased from 14.2% in fiscal 1999 to 11.4% in fiscal 2000. The primary reasons for the decrease in gross profits were production issues resulting from a large increase in orders in the second half of fiscal 1999 and the first quarter of fiscal 2000. This was followed by a decrease in order level during the second half of fiscal 2000.

Operating expenses for fiscal 2000 were approximately \$1.5 million compared with \$1.7 million for fiscal 1999. Operating expenses as a percentage of net sales were approximately 17.1% in

18

fiscal 2000 compared to approximately 23.2% in fiscal 1999. The decrease in Selling, General & Administrative expenses was principally because in fiscal 1999 there were sales, marketing, and development costs of approximately \$225,000 related to the introduction of a new commercial product line.

As discussed above, during fiscal 2000 the Company recorded a non-recurring gain of \$278,000 on the settlement of the Cryptek note and preferred interest.

### Interest Expense

Interest expense increased from approximately \$241,300 in fiscal 1999 to approximately \$298,900 in fiscal 2000. This increase occurred principally because interest expense from factoring accounts receivable was \$70,800 in fiscal 2000 as compared to \$22,500 in fiscal 1999.

### Extraordinary Item

In fiscal 1999, the Company repurchased \$100,000 of convertible debentures for \$33,000 in cash. The gain from the extinguishment of debt was recorded as an extraordinary item in the accompanying statement of operations for the year ended May 31, 1999.

The net loss was \$528,800 for fiscal 2000 as compared to a net loss after extraordinary item of \$849,100 in fiscal 1999.

## Edgar Filing: GENERAL KINETICS INC - Form 10-K

### Income Taxes

The Company had no income tax provision in fiscal 2000 due to the net loss. Due to the available net operating loss carryforwards, there was no material income tax expense for fiscal 1999, nor were any additional income tax benefits available from the carryback for income taxes of net operating losses. Under Statement of Accounting Standards No. 109 (FAS 109) deferred tax assets and liabilities are determined based on differences between financial reporting and tax basis of assets and liabilities and are measured using enacted tax rates and laws that will be in effect when the differences are expected to reverse. The Company has provided a full valuation allowance against its net deferred tax asset due to uncertainties of its ultimate realization in fiscal 2000 and 1999. If the Company achieves profitable operations, it will be subject to alternative minimum taxes, which has a lower effective tax rate than the statutory rate of 34%.

19

### Liquidity and Capital Resources

The Company has relied upon internally generated funds and accounts receivable financing, plus cash from sales of two of its operating companies, to finance its operations. During fiscal 2001, the net loss totaled \$129,800. In order to generate the working capital required for operations, the Company must continue to generate orders, increase its level of shipments, and operate profitably during fiscal 2002.

The Company must continue to market electronic enclosure products to government and commercial markets, enter into contracts which the Company can complete with favorable profit margins, ship the orders in a timely manner, and control its costs in order to recover from its liquidity problems and seek to operate profitably in fiscal 2002.

As of May 31, 2001, the Company had cash of \$388,300. The Company has faced production issues that have contributed to losses from operations. The Company has taken and is continuing to take steps to address these production issues through changes and additions to plant supervision and by adding new scheduling and planning procedures.

Management believes that cash on hand, borrowings from the factoring of accounts receivable, and careful management of operating costs and cash disbursements can enable the Company to meet its cash requirements through May 31, 2002. The Company may also seek additional funding sources to provide a cushion to handle variances in cash requirements if sales, gross profits and shipment levels fluctuate throughout the fiscal year. However, there is no assurance the Company will be successful in pursuing its plans or in obtaining additional financing to meet those cash requirements. The Company must continue to maintain its level of sales, consistently make timely shipments and produce its products at adequate profit margins, or the Company will continue to face liquidity problems, and may be left without sufficient cash to meet its ongoing requirements.

The accompanying financial statements have been prepared assuming that the Company will continue as a going concern. As explained above, the Company sustained operating losses in fiscal 2001, 2000, and 1999. In addition, the Company has significant short-term cash commitments, the funding of which is limited to cash flow from operations and the factoring of certain accounts receivable. These factors raise significant doubt about the Company's ability to continue as a going concern. The financial statements do not contain any adjustment that might result from the outcome of these uncertainties.

20

## Edgar Filing: GENERAL KINETICS INC - Form 10-K

The Company has been party to a factoring agreement with Reservoir Capital Corporation ("Reservoir") that provides for advances (or loans) of up to 80% of specified accounts receivable. At May 31, 2001 there were no advances due to Reservoir. Subsequent to May 31, 2001, Link2It Corporation, a company formed by Larry Heimendinger and Richard McConnell, both directors of the Company, agreed to enter into a new factoring agreement with the Company on terms substantially identical to those of the Reservoir facility, but more favorable to the Company in certain respects, including provision for advances at a rate of up to 85% of specified accounts receivable. The Company expects to draw on this facility, or a similar facility, throughout fiscal 2002 as necessary to help alleviate liquidity problems, although, as discussed above, the Company will also need to control expenses, maintain the sales backlog at appropriate levels, and keep shipment levels in line with booked orders in order to meet these requirements.

The Company had significant amounts payable to trade creditors at May 31, 2001. In addition, commitments under operating leases, net of sublessee income, amount to \$8,300 in fiscal 2002. Current maturities of long-term debt amount to \$75,100 in fiscal 2002.

The Company has outstanding debentures originally issued to clients of Gutzwiller totaling approximately \$9.0 million. The debentures mature in August 2004, are convertible into common stock at a conversion price of 50 cents per share, and bear interest at 1% per annum payable annually.

21

### Analysis of Cash Flows

Operating activities used \$597,500 in cash in fiscal 2001. This reflects a net loss of \$129,800 plus \$509,700 in cash to fund changes in working capital items, plus \$175,000 in bad debt recovery, offset by \$217,000 in non-cash expenses. The cash use from working capital items was principally due to a increase in inventories of \$429,500 during the fiscal year ended May 31, 2001. The increase in inventory was principally due to the increase in backlog at May 31, 2001 as compared to May 31, 2000.

Investing activities provided \$140,800 in cash in fiscal 2001. These activities consisted of \$175,000 from the collection of the Link2It note receivable less \$34,200 used for the acquisition of property, plant and equipment.

Financing activities used \$113,100 in fiscal 2001. Net factored accounts receivable advances used \$44,100, and \$69,000 was used to repay long-term real estate debt.

Management believes that inflation did not have a material effect on the operations of the Company during fiscal 2001.

22

### Quantitative and Qualitative Disclosures About Market Risk

In the normal course of business, operations of the Company may be exposed to fluctuations in currency values and interest rates. These fluctuations can vary the cost of financing, investing, and operating transactions. Because the Company has only fixed rate long-term convertible debentures and no foreign currency transactions, there is no material impact on earnings from fluctuations in interest and currency exchange rates.

## Edgar Filing: GENERAL KINETICS INC - Form 10-K

### Accounting Pronouncements

In June 1998, the Financial Accounting Standards Board issued Statement of Financial Accounting Standards No. 133, "Accounting for Derivative Instruments" ("SFAS 133"). SFAS 133 establishes accounting and reporting standards for derivative instruments and for hedging activities. SFAS 133 requires that an entity recognize all derivatives as either assets or liabilities and measure those instruments at fair market value. Under certain circumstances, a portion of the derivative's gain or loss is initially reported as a component of income when the transaction affects earnings. For a derivative not designated as a hedging instrument, the gain or loss is recognized in income in the period of change. Presently, the Company does not use derivative instruments either in hedging activities or as investments. Accordingly, the adoption of FASB 133 in fiscal 2001 had no impact on its financial position or results of operations.

In March 2000, the FASB issued interpretation No. 44 ("FIN 44"), "Accounting for Certain Transactions Involving Stock Compensation, and Interpretation of APB Opinion No. 25". FIN 44 clarifies the application of APB Opinion 25 for (a) the definition of employee for purposes of applying APB Opinion No. 25, (b) the criteria for determining whether a plan qualifies as a noncompensatory plan, (c) the accounting consequences of various modifications to the previously fixed stock option award, and (d) the accounting for an exchange of stock compensation awards in a business combination. FIN 44 became effective July 2, 2000 but certain conclusions cover specific events that occurred after either December 15, 1988 or January 12, 2000. The adoption of FIN 44 in fiscal 2001 did not have an effect on the Company's financial statements.

In December 1999, the Securities and Exchange Commission ("SEC") issued Staff Accounting Bulletin No. 101, which summarizes certain of the SEC staff's views in applying generally accepted accounting principles to revenue recognition in financial statements. The Company adopted Staff Accounting Bulletin No. 101 effective October 1, 2000. The adoption of this guidance did not have a material

23

impact on the Company's results of operations or financial position, however, the guidance may impact the way in which the Company will account for future transactions.

In July 2001, the FASB issued Statement of Financial Standards No. 142, "Accounting for Goodwill" ("SFAS 142"). SFAS 142 establishes accounting standards for existing goodwill related to purchase business combinations. Under the Statement, the Company would discontinue the periodic amortization of goodwill effective with the adoption of the new Statement. Also, the Company would have to test any remaining goodwill for possible impairment within six months of adopting the Statement, and periodically thereafter, based on new valuation criteria set forth in the Statement. Further, the Statement has new criteria for purchase price allocation. The Statement becomes effective in fiscal 2003 and the Company is considering early adoption in fiscal 2002. The Company believes the adoption of SFAS 142 will have no material impact on the financial statements.

ITEM 8 - FINANCIAL STATEMENTS AND SUPPLEMENTARY DATA

24

REPORT OF INDEPENDENT CERTIFIED PUBLIC ACCOUNTANTS



Edgar Filing: GENERAL KINETICS INC - Form 10-K

Board of Directors And Stockholders  
General Kinetics Incorporated  
Chantilly, Virginia

We have audited the accompanying balance sheets of General Kinetics Incorporated as of May 31, 2001 and 2000, and the related statements of operations, stockholders' deficit, and cash flows for each of the three years in the period ended May 31, 2001. These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall presentation of the financial statements. We believe our audits provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of General Kinetics Incorporated as of May 31, 2001 and 2000, and the results of its operations and its cash flows for each of the three years in the period ended May 31, 2001 in conformity with accounting principles generally accepted in the United States of America.

The accompanying financial statements have been prepared assuming the Company will continue as a going concern. The Company has sustained recurring operating losses in fiscal 2001, 2000, and 1999. In addition, the Company has significant short-term cash commitments and funding is limited to cash flow from operations and loans collateralized by certain accounts receivable. These factors raise substantial doubt about the Company's ability to continue as a going concern. Management's plans in regards to these matters are described in Note 1. The financial statements do not contain any adjustments that might result from the outcome of these uncertainties.

/s/ BDO Seidman, LLP  
BDO Seidman, LLP

Washington, DC  
July 20, 2001

General Kinetics Incorporated  
Balance Sheets

	May 31 2001 -----
Assets	
-----	
Current Assets:	
Cash and cash equivalents	\$ 388,
Accounts receivable, net of allowance of \$72,700 and \$75,000	1,251,
Inventories	1,452,

Edgar Filing: GENERAL KINETICS INC - Form 10-K

Prepaid expenses and other	13,
Total Current Assets	3,105,
Property, Plant and Equipment	2,786,
Less: Accumulated Depreciation	(1,984,
	801,
Patent	38,
Other Assets	64,
Total Assets	\$ 4,009,
	=====
	Liabilities and Stockholders' Deficit
	-----
Current Liabilities:	
Advances from factor	\$ 75,
Current maturities of long-term debt	1,104,
Accounts payable, trade	575,
Accrued expenses and other payables	
Total Current Liabilities	1,754,
	-----
Long-Term debt - less current maturities (including \$8,793,900 and \$8,732,000 of convertible debentures)	9,288,
Other long-term liabilities	263,
Total Long-Term Liabilities	9,551,
	-----
Total Liabilities	11,305,
	-----
Commitments and Contingencies	
Stockholders' Deficit:	
Common Stock, \$0.25 par value, 50,000,000 shares authorized 7,245,557 shares issued, 6,718,925 shares outstanding	1,811,
Additional Contributed Capital	7,239,
Accumulated Deficit	(15,896,
	-----
Less:	(6,845,
Treasury Stock, at cost (526,632 shares)	(450,
Total Stockholders' Deficit	(7,296,
	-----
Total Liabilities and Stockholders' Deficit	\$ 4,009,
	=====

The accompanying notes are an integral part of the financial statements.

# Edgar Filing: GENERAL KINETICS INC - Form 10-K

Statements of Operations  
For the Years Ended May 31, 2001, 2000, and 1999

	2001 ----	2000 ----
Net Sales	\$8,258,500	\$8,833,000
Cost of Sales	6,735,800	7,827,500
	-----	-----
Gross Profit	1,522,700	1,005,500
	-----	-----
Selling, General & Administrative	1,565,000	1,514,200
Product Research, Development & Improvement	42,800	-
Provision for Note Receivable	-	-
	-----	-----
Total Operating Expenses	1,607,800	1,514,200
	-----	-----
Operating Loss	(85,100)	(508,700)
Gain on settlement of Cryptek note	-	278,800
Other Income	175,000	-
Interest Expense	(219,700)	(298,900)
	-----	-----
Loss before extraordinary item	(129,800)	(528,800)
Extraordinary item -gain from debt extinguishment	-	-
	-----	-----
Net Loss	\$ (129,800)	\$ (528,800)
	=====	=====
 Basic and diluted loss per share:		
Loss before extraordinary item	(\$0.019)	(\$0.079)
Earnings from extraordinary item	-	-
	-----	-----
Basic and diluted loss per share	(\$ 0.019)	(\$ 0.079)
	=====	=====
Weighted Average Number of Common Shares Outstanding	6,718,925	6,718,925

The accompanying notes are an integral part of the financial statements.

Page 27

General Kinetics Incorporated  
Statements of Stockholders' Deficit  
For the Years Ended May 31, 2001, 2000, and 1999

	Common Stock		Additional Contributed Capital		Accumulated Deficit		Treasu Stoc
	Shares	Amount	Capital		Deficit		Stoc
	-----	-----	-----		-----		-----

Edgar Filing: GENERAL KINETICS INC - Form 10-K

Balance 5/31/98	7,245,557	\$ 1,811,500	\$ 7,239,400	\$ (14,389,100)	\$ (45
Net Loss				(849,100)	
Balance 5/31/99	7,245,557	1,811,500	7,239,400	(15,238,200)	(45
Net Loss				(\$528,800)	
Balance 5/31/00	7,245,557	1,811,500	7,239,400	(15,767,000)	(45
Net Loss				(\$129,800)	
Balance 5/31/01	7,245,557	\$ 1,811,500	\$ 7,239,400	\$ (15,896,800)	\$ (45

The accompanying notes are an integral part of the financial statements.

Page 28

General Kinetics Incorporated  
 Statements of Cash Flows  
 For the Years Ended May 31, 2001, 2000, and 1999

	2001
	----
Cash Flows From Operating Activities:	
Net Income/(Loss)	\$ (129,800)
Adjustments to reconcile net income to net cash used in operating activities:	
Depreciation and amortization	157,400
Extraordinary gain on debt extinguishment	
Amortization of bond discount	61,900
Bad debt recovery	(175,000)
Provision for doubtful accounts	(2,300)
Write-off of note receivable	-
Provision for inventory obsolescence	85,000
Write-off of inventory	(125,000)
Write off of accrued liabilities	-
(Increase) Decrease in Assets:	
Accounts Receivable	(118,700)
Inventories	(429,500)
Prepaid Expenses	23,100
Other assets	(4,700)
Increase (Decrease) in Liabilities:	
Accounts Payable - Trade	230,400
Accrued Expenses and other payables	(164,300)
Other Long Term Liabilities	(6,000)
Net cash provided by/(used) in Operating Activities	(597,500)

Cash Flows from Investing Activities:

## Edgar Filing: GENERAL KINETICS INC - Form 10-K

Acquisition of property, plant and equipment	(34,200)
Collection of notes receivable	175,000
	-----
Net cash provided by/(used) in Investing Activities	140,800
	-----
 Cash Flows from Financing Activities:	
Repayment of bonds payable	-
Advances from Factor/Borrowings on Demand Notes Payable	132,700
Repayments of Advances from Factor/ Demand Notes Payable	(176,800)
Repayments on Long Term Debt	(69,000)
	-----
Net cash used in Financing Activities	(113,100)
	-----
 Net increase (decrease) in cash and cash equivalents	 (569,800)
Cash and Cash Equivalents: Beginning of Period	958,100
	-----
Cash and Cash Equivalents: End of Period	\$ 388,300
	=====
 Supplemental Disclosures of Cash Flow Information:	
Cash paid during the year for:	
Interest	\$ 151,300
Income Taxes	\$ 800

The accompanying notes are an integral part of the financial statements.

Page 29

GENERAL KINETICS INCORPORATED

NOTES TO FINANCIAL STATEMENTS

### 1. FUTURE PROSPECTS AND RECENT OPERATIONS:

General Kinetics Incorporated (The "Company" or "GKI") has relied upon internally generated funds and accounts receivable financing, plus cash from sales of two of its operating companies, to finance its operations. During fiscal 2001, operating losses totaled \$129,800. In order to generate the working capital required for operations, the Company must continue to generate orders, increase its level of shipments, and operate profitably during fiscal 2002.

The Company must continue to market electronic enclosure products to government and commercial markets, enter into contracts which the Company can complete with favorable profit margins, ship the orders in a timely manner, and control its costs in order to recover from its liquidity problems and seek to operate profitably in fiscal 2002.

As of May 31, 2001, the Company had cash of \$388,300. The Company has faced production issues that have contributed to losses from operations. The Company has taken and is continuing to take steps to address these production issues through changes and additions to plant supervision and by adding new scheduling and planning procedures.

Management believes that cash on hand, borrowings from the factoring of accounts

## Edgar Filing: GENERAL KINETICS INC - Form 10-K

receivable, and careful management of operating costs and cash disbursements can enable the Company to meet its cash requirements through May 31, 2002. The Company may also seek additional funding sources to provide a cushion to handle variances in cash requirements if sales, gross profits and shipment levels fluctuate throughout the fiscal year. However, there is no assurance the Company will be successful in pursuing its plans or in obtaining additional financing to meet those cash requirements. The Company must continue to maintain its level of sales, consistently make timely shipments and produce its products at adequate profit margins, or the Company will continue to face liquidity problems, and may be left without sufficient cash to meet its ongoing requirements.

The accompanying financial statements have been prepared assuming that the Company will continue as a going concern. As explained above, the Company sustained recurring operating losses

30

in fiscal 2001, 2000, and 1999. In addition, the Company has significant short-term cash commitments, the funding of which is limited to cash flow from operations and the factoring of certain accounts receivable. These factors raise significant doubt about the Company's ability to continue as a going concern. The financial statements do not contain any adjustment that might result from the outcome of these uncertainties.

The Company has been party to a factoring agreement with Reservoir Capital Corporation ("Reservoir") that provides for advances (or loans) of up to 80% of specified accounts receivable. At May 31, 2001 there were no advances due to Reservoir. Subsequent to May 31, 2001, Link2It Corporation, a company formed by Larry Heimendinger and Richard McConnell, both directors of the Company, agreed to enter into a new factoring agreement with the Company on terms substantially identical to those of the Reservoir facility, but more favorable to the Company in certain respects, including provision for advances at a rate of up to 85% of specified accounts receivable. The Company expects to draw on this facility, or a similar facility, throughout fiscal 2002 as necessary to help alleviate liquidity problems, although, as discussed above, the Company will also need to control expenses, maintain the sales backlog at appropriate levels, and keep shipment levels in line with booked orders in order to meet these requirements.

## 2. SIGNIFICANT ACCOUNTING POLICIES:

The Company's significant accounting policies are described below.

### NATURE OF BUSINESS:

The Company designs, manufactures and sells specialty metal products such as precision enclosures and rack mounting systems for the installation of electronics.

### Cash and Cash Equivalents

The Company classifies all temporary investments purchased with a maturity of less than three months as cash equivalents.

## Revenue Recognition and Profit Determination

Revenues, sales, and cost of sales on fixed-price contracts are generally recorded when units are delivered based on the profit rate anticipated on the contracts at completion. The Company's contracts are primarily fixed price. Sales and cost of sales from cost reimbursable and time-and-materials contracts are recognized as costs are incurred. Profits expected to be realized on contracts are based on total sales value and estimated costs at completion. These estimates are reviewed and revised periodically throughout the lives of the contracts and adjustments to profits resulting from such revisions are made cumulative to the date of change. Amounts in excess of the agreed-upon contract price for customer caused delays, errors, and change orders are recognized in contract value if it is probable that the claim will result in additional revenue and the amount can be reasonably estimated. Losses on contracts are recorded in full as soon as they become known.

## Inventories

Inventories are valued at the lower of cost (first-in, first-out method) or market (net realizable value).

## Property, Plant, and Equipment

Property, plant and equipment are recorded at cost. The Company provides for depreciation and amortization on an accelerated basis for machinery and equipment and furniture and fixtures and on a straight-line basis for all other assets over the following estimated useful lives:

Buildings and improvements	18 to 45 years
Machinery and equipment	3 to 7 years
Furniture and fixtures	5 to 7 years
Transportation equipment and other	3 years

Leasehold improvements are amortized on a straight-line basis over the shorter of the useful life of the improvement or the remaining term of the lease. Expenditures for maintenance and repairs are charged against income as incurred; betterments which increase the value or materially extend the life of the asset are capitalized. When assets are sold or retired, the cost and accumulated depreciation are removed from the accounts, and any gain or loss is included in income.

In accordance with SFAS 121, the Company periodically evaluates the carrying value of long-lived assets when events and circumstances warrant such a review. The carrying value of a long-lived asset is considered impaired when the anticipated undiscounted cash flow from such asset is separately identifiable and is less than the carrying value. In that event, a loss is recognized based on the amount by which the carrying value exceeds the fair market value of the long-lived asset. Fair market value is determined primarily using the anticipated cash flows discounted at a rate commensurate with the risk involved.

## Product Research, Development and Improvements

Costs associated with product research, development and improvements are

## Edgar Filing: GENERAL KINETICS INC - Form 10-K

expensed as incurred.

### Income Taxes

The Company accounts for income taxes under the asset and liability method which requires that deferred tax assets and liabilities be recognized for the estimated future tax consequences attributable to differences between the financial statement carrying amounts of existing assets and liabilities and their respective tax bases. The recognition of net deferred tax assets is reduced, if necessary, by a valuation allowance for the amount of any tax benefits that, based on available evidence, are not expected to be realized. Deferred tax assets and liabilities are measured using enacted tax rates in effect for the year in which those temporary differences are expected to be recovered or settled. The effect on deferred tax assets and liabilities of a change in tax rates is recognized in income tax expense in the period that includes the enactment date.

### Basic and Diluted Earnings Per Share

Earnings per share is based on the weighted average number of shares of common stock and dilutive common stock equivalents outstanding. Basic earnings per share includes no dilution and is computed by dividing income available to common shareholders by the weighted average number of common shares outstanding for the period. Diluted earnings per share reflects the potential dilution of securities that could share in the earnings of an entity. Common stock equivalents consist of convertible debentures

33

(see Note 9) and stock options (see Note 13). Basic and diluted earnings per share are the same in fiscal 2001, 2000, and 1999 because the impact of dilutive securities is anti-dilutive.

### Estimates and Assumptions

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and the disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates. Certain estimates used by management are particularly susceptible to significant changes in the economic environment. These include estimates of inventory obsolescence, valuation allowances for trade receivables and deferred tax assets. Each of these estimates, as well as the related amounts reported in the financial statements, are sensitive to near term changes in the factors used to determine them. A significant change in any one of those factors could result in the determination of amounts different than those reported in the financial statements. Management believes that as of May 31, 2001, the estimates used in the financial statements are adequate based on the information currently available.

### Comprehensive Income

Statement of Financial Accounting Standards No. 130, "Reporting Comprehensive Income" ("SFAS 130"), establishes standards for reporting and display of comprehensive income, its components and accumulated balances. Comprehensive



## Edgar Filing: GENERAL KINETICS INC - Form 10-K

income is defined to include all changes in equity except those resulting from investments by owners and distributions to owners. Among other disclosures, SFAS 130 requires that all items that are required to be recognized under current accounting standards as components of comprehensive income be reported in a financial statement that is displayed with the same prominence as other financial statements. The Company previously adopted SFAS 130 and has no items of comprehensive income to report.

### Recent Accounting Pronouncements

34

In June 1998, the Financial Accounting Standards Board issued Statement of Financial Accounting Standards No. 133, "Accounting for Derivative Instruments" ("SFAS 133"). SFAS 133 establishes accounting and reporting standards for derivative instruments and for hedging activities. SFAS 133 requires that an entity recognize all derivatives as either assets or liabilities and measure those instruments at fair market value. Under certain circumstances, a portion of the derivative's gain or loss is initially reported as a component of income when the transaction affects earnings. For a derivative not designated as a hedging instrument, the gain or loss is recognized in income in the period of change. Presently, the Company does not use derivative instruments either in hedging activities or as investments. Accordingly, the adoption of FASB 133 in fiscal 2001 had no impact on its financial position or results of operations.

In March 2000, the FASB issued interpretation No. 44 ("FIN 44"), "Accounting for Certain Transactions Involving Stock Compensation, and Interpretation of APB Opinion No. 25". FIN 44 clarifies the application of APB Opinion 25 for (a) the definition of employee for purposes of applying APB Opinion No. 25, (b) the criteria for determining whether a plan qualifies as a noncompensatory plan, (c) the accounting consequences of various modifications to the previously fixed stock option award, and (d) the accounting for an exchange of stock compensation awards in a business combination. FIN 44 became effective July 2, 2000 but certain conclusions cover specific events that occurred after either December 15, 1988 or January 12, 2000. The adoption of FIN 44 in fiscal 2001 did not have an effect on the Company's financial statements.

In December 1999, the Securities and Exchange Commission ("SEC") issued Staff Accounting Bulletin No. 101, which summarizes certain of the SEC staff's views in applying generally accepted accounting principles to revenue recognition in financial statements. The Company adopted Staff Accounting Bulletin No. 101 effective October 1, 2000. The adoption of this guidance did not have a material impact on the Company's results of operations or financial position, however, the guidance may impact the way in which the Company will account for future transactions.

In July 2001, the FASB issued Statement of Financial Standards No. 142, "Accounting for Goodwill" ("SFAS 142"). SFAS 142 establishes accounting standards for existing goodwill related to purchase business combinations. Under the Statement, the Company would discontinue the periodic amortization of goodwill effective with the adoption of the new Statement. Also, the Company would have to test any remaining goodwill for possible impairment within six months of adopting the Statement, and periodically thereafter,

35

based on new valuation criteria set forth in the Statement. Further, the

## Edgar Filing: GENERAL KINETICS INC - Form 10-K

Statement has new criteria for purchase price allocation. The Statement becomes effective in fiscal 2003 and the Company is considering early adoption in fiscal 2002. The Company believes the adoption of SFAS 142 will have no material impact on the financial statements.

### 3. SETTLEMENT OF CRYPTTEK NOTE RECEIVABLE

In December 1996, GKI completed the sale of its secure communications division to Crypttek, the majority of whose equity interests are owned by affiliates of Angelo Gordon & Co., L.P. The SCD division had been in the business of manufacturing and selling secure facsimile machines and secure local area network products for customers handling classified information. The division incurred significant operating losses during fiscal 1997 and in each of the prior three fiscal years. Management believed that the resources likely to be involved in returning the division to profitability could more effectively be generated and utilized in connection with the development of the electronic enclosure division and other activities. In addition, the \$1.75 million in cash proceeds received from the sale of the division at closing provided the Company with operating capital for its continuing business.

In December 1998, the Company entered into a settlement agreement with Crypttek Secure Communications ("Crypttek"), LLC, resolving differences arising out of Crypttek's purchase of GKI's former secure communications business. Pursuant to such settlement, Crypttek made an immediate principal payment of \$25,000 on its outstanding promissory note to the Company and agreed to forego sublease rent owed by the Company through November 1998. The remaining principal amount of the Crypttek promissory note was reduced to \$550,000 and the payment schedule for such note was revised and extended through 2002. In addition, the face value of the preferred membership interest in Crypttek held by the Company was reset at \$900,000, and the requirement for redemption of such interest by Crypttek was extended through December 2002.

In October 1999, the Company entered into an agreement that amended the settlement agreement the Company had reached with Crypttek in December 1998. The October 1999 Agreement reduced the face amount of the promissory note payable to the Company by Crypttek from \$550,000 to \$400,000 in exchange for accelerating the payment schedule. The Company received \$200,000 upon execution of the new agreement. In addition, the October 1999 agreement gave Crypttek the option to pay the remainder of the

36

promissory note and redeem the preferred interest in Crypttek held by the Company (with a face amount of \$900,000 and a requirement for mandatory redemption in December 2002) for an additional \$488,750, if that option were exercised within six months after the execution of the October 1999 Agreement.

At November 30, 1999, the \$150,000 reduction in the face amount of the note was offset against an existing valuation reserve related to the Crypttek promissory note. In December 1999, Crypttek exercised its option and paid the Company \$478,800, representing a discount of \$10,000 in consideration of a closing in December 1999 rather than at the end of the six-month option period in April 2000. The \$478,800 was first applied to settle the note receivable with a carrying value of \$200,000, and the excess of \$278,800 is recorded in the accompanying financial statements as a non-recurring gain in non-operating income. This gain was recognized because GKI did not attribute any value to the preferred interest in Crypttek for financial reporting purposes due to uncertainty over valuation at the time of the original sale transaction.

### 4. - RELATED PARTY TRANSACTIONS

## Edgar Filing: GENERAL KINETICS INC - Form 10-K

At May 31, 2000, the Company had a membership interest in and certain notes receivable due from Link2It, LLC, a company formed by Larry Heimendinger and Richard McConnell, both GKI board members. The financial statements at May 31, 2000 included a valuation reserve of \$175,000, which represented the total due under the notes receivable.

During January 2001, Link2It LLC merged into Link2It Corporation and completed a sale of equity securities in a private transaction. The \$175,000 principal amount of the notes was repaid in full and recognized as "other income" on the accompanying statement of operations. GKI also retained approximately 5.7% of Link2It Corporation's currently outstanding common stock, which it accounts for using the cost method. The Company has assigned no value to this investment due to its speculative nature. The entire value was assigned to the note receivable.

Subsequent to May 31, 2001, Link2It entered into a factoring agreement with the Company, intended to supplement or replace the Company's prior agreement with Reservoir. The new agreement, which was negotiated at arms length and approved by unanimous vote of the Company's Board or Directors, is on terms substantially identical

37

to those of the Reservoir facility, but more favorable to the Company in certain respects.

### 5. CREDIT RISK

For the years ended May 31, 2001, 2000, and 1999, the Company's net sales to the U.S. government and/or subcontractors accounted for 91%, 83%, and 92%, respectively, of consolidated net sales. Accounts receivable from those customers amounted to \$1.13 million and \$1.05 million as of May 31, 2001 and 2000, respectively. A substantial portion of the Company's sales are to the U.S. government and/or subcontractors, and consequently a material decline in department of defense spending could have a material adverse effect on the operations of the Company. Competition in the Company's electronic enclosure business is intense as it primarily operates in a mature industry. The Company's uncollectible receivables have historically not been material. The Company has a cash balance with a bank in excess of the federally insured limit. The Company minimizes the risk by placing these funds with high-quality financial institutions.

### 6. INVENTORIES

Inventories consist of the following:

	May 31,	
	2001	2000
	-----	-----
Work in process	\$1,119,000	\$ 813,000
Raw materials	492,400	368,900
Valuation reserve	(159,100)	(199,200)
	-----	-----
Total	\$1,452,300	\$ 982,800
	=====	=====

Work in process represents actual production costs, including manufacturing overhead incurred to date, reduced by amounts identified with revenue recognized on units delivered. The costs attributed to units delivered are based on the

## Edgar Filing: GENERAL KINETICS INC - Form 10-K

estimated average cost of all units expected to be produced under multiunit orders. Work in process is reduced by charging any amounts in excess of estimated net realizable value to cost of sales as soon as they become known.

38

### 7. PROPERTY, PLANT AND EQUIPMENT:

Major classes of property, plant and equipment consist of the following on May 31:

	2001 ----	2000 ----
Machinery and equipment	\$ 1,266,300	\$ 1,250,500
Buildings and improvements	920,000	908,700
Furniture and fixtures	510,100	503,900
Transportation equipment and other	89,700	88,800
	-----	-----
	2,786,100	2,751,900
Less-Accumulated depreciation and amortization	1,984,400	1,827,000
	-----	-----
Net property, plant and equipment	801,700 =====	924,900 =====

Depreciation expense for the years ended May 31, 2001, 2000, and 1999 was \$157,400, \$184,000, and \$173,100, respectively.

### 8. ACCRUED EXPENSES AND OTHER PAYABLES:

Accrued expenses and other payables consists of the following on May 31:

	2001 ----	2000 ----
Employee vacations	\$ 271,200	\$ 257,700
Salaries and wages	105,100	78,700
Other	198,700	402,900
	-----	-----
	\$ 575,000	\$ 739,300
	=====	=====

39

### 9. DEMAND NOTES PAYABLE AND LONG-TERM DEBT:

Demand notes payable and long-term debt consists of the following on May 31:

	2001 ----	2000 ----
Subordinated Debt Originally Issued to -----		

## Edgar Filing: GENERAL KINETICS INC - Form 10-K

Clients of Gutzwiller and Partner, A.G.

-----  
and its successor  
-----

1994 Convertible Subordinated Debentures	\$8,995,000	\$8,995,000
Other -----		
Real estate mortgage collateralized by first deed of trust and security interest in certain real property. Payable in 180 equal installments through November 2006, plus interest at prime plus 1.0% (9.5% at May 31, 2001).	529,500	598,500
Other notes payable with interest rates at 1% at May 31, 2001, and payable August 2004.	40,000	40,000
	-----	-----
	\$9,564,500	\$9,633,500
Less: Current Maturities	(75,100)	( 69,600)
Unamortized discount on Debentures	(201,100)	(263,000)
	-----	-----
Long-term debt	\$9,288,300	\$9,300,900
	=====	=====

40

The amount of unamortized discount on Convertible Debentures originally issued to clients of Gutzwiller and its successor at May 31, 2001, is as follows:

	Face Amount Due -----	Unamortized Discount -----	Carrying Amount -----
Convertible Debentures	\$8,995,000	\$201,100	\$8,793,900

In connection with the restructuring of the debt in 1994, the Company recorded a discount of approximately \$646,000 representing the difference between the cash proceeds and the face amount of the debt. The total amount of discount amortization was \$61,900 for each of the years ending May 31, 2001, 2000, and 1999.

In October 1998, the Company repurchased \$100,000 of convertible debentures for \$33,000 in cash. The gain from the extinguishment of debt was recorded as an extraordinary gain of \$67,000 in the accompanying statement of operations for the year ended May 31, 1999.

The convertible debentures mature in August 2004, are convertible into common stock at a conversion price of 50 cents per share, and bear interest at 1% per annum payable annually in arrears. The conversion feature of the financing was approved by the Company's shareholders at an Annual Meeting of Shareholders held in October 1994 through a motion to increase the number of authorized shares of the Company. The convertible debentures are subject to the terms of a Pledge and Security Agreement dated as of August 14, 1994 providing for a security interest in substantially all the assets of the Company, with certain exceptions (including, without limitation, exceptions for accounts receivable and other

## Edgar Filing: GENERAL KINETICS INC - Form 10-K

financing), to secure the obligations in respect of the convertible debentures. Shares issuable upon conversion of such convertible debentures are also subject to certain rights to registration under the Securities Act of 1933, as amended.

### Other Real Estate Mortgage Loans

The Company has a real estate mortgage agreement on the Company's Johnstown facility that contains certain covenants which include restrictions on capital expenditures and dividend payments. Additionally, the real estate mortgage agreement contains a subjective covenant which could allow the bank to accelerate the maturity of the debt if the bank determines that a material adverse

41

change in the financial or business condition of the Company has occurred.

Future principal maturities of debt are as follows:

Year Ending May 31,	
2002	75,100
2003	83,400
2004	132,600
2005	9,097,800
2006	114,100
Thereafter	61,500
	-----
	\$ 9,564,500
	=====

### 10. INCOME TAXES:

Due to the net losses in fiscal 2001, 2000, and 1999 and the available net operating loss carryforwards, there was no material income tax expense for fiscal 2001, 2000, or 1999, nor were any additional income tax benefits available from the carryback of net operating losses. Under Statement of Accounting Standards No. 109 (FAS 109) deferred tax assets and liabilities are determined based on differences between financial reporting and tax basis of assets and liabilities and are measured using enacted tax rates and laws that will be in effect when the differences are expected to reverse. The Company has provided a full valuation allowance against its net deferred tax assets due to uncertainties of its ultimate realization. If the Company achieves profitable operations, it will be subject to alternative minimum taxes, which has a lower effective tax rate than the statutory rate of 34%. As of May 31, 2001, there are no additional income tax benefits available from the carryback of net operating losses.

The difference between the Federal tax rate and the effective tax rate realized as a percent of pretax earnings for the years ended May 31, 2001, 2000, and 1999, is as follows:

2001	2000	1999
----	----	----

Edgar Filing: GENERAL KINETICS INC - Form 10-K

Tax provision (benefit) at statutory rates	\$ (44,000)	\$ (180,000)	\$ (289,000)
--	-------------	--------------	--------------

42

Non-deductible related party interest expense	31,000	18,000	32,000
Change in valuation allowance	13,000	162,000	257,000
	-----	-----	-----
	\$ -	\$ -	\$ -
	=====	=====	=====

The primary difference between income (loss) for financial reporting purposes and income tax purposes is the recognition of reserves for uncollectible accounts receivable and obsolete inventory, accrued professional fees, deposits on contracts, and research and development expenses, which are currently deductible for income tax purposes.

Principal items comprising deferred income tax assets and liabilities, at May 31, are as follows:

	2001	2000
	-----	-----
Net operating loss carryforward	\$4,268,000	\$4,105,
R & D and other credit carryforwards	380,000	380,
Purchased R & D costs	81,000	91,
Inventory reserves	48,000	63,
Allowance for doubtful accounts	28,000	29,
Excess financial statement depreciation	(11,000)	(17,
Accrued Vacations	103,000	98,
Other accrued liabilities	102,000	93,
Accrued professional fees	6,000	6,
Allowance for Note Receivable	-	67,
Deferred compensation	100,000	102,
	-----	-----
Total deferred tax assets	5,105,000	5,017,
	-----	-----
Valuation allowance	(5,105,000)	(5,017,
	-----	-----
Net deferred tax asset	\$ -	\$
	=====	=====

A valuation allowance is provided as management has determined that it is more likely than not that the deferred tax assets will not be realized.

As of May 31, 2001, the Company has net operating loss carryforwards for Federal and state income tax reporting purposes of approximately \$11,231,000, which expire at various dates through 2011. The Company has research and development and other credit

43

## Edgar Filing: GENERAL KINETICS INC - Form 10-K

carryforwards for Federal income tax reporting purposes of approximately \$380,000.

### 11. COMMITMENTS:

#### Leases:

The Company maintains its executive offices in northern Virginia.

The Company also leases certain equipment under noncancelable operating leases which expire at various dates through 2001.

At May 31, 2001, approximate future minimum rental commitments for all noncancelable operating leases are as follows:

Year Ending May 31,	
2002	\$ 33,200
2003	19,400
	-----
	\$ 52,600
Less- sublease income (through May 31, 2002)	
	44,300
	-----
	\$ 8,300
	=====

Amounts charged to operations for rent expense amounted to \$63,600, \$90,500, and \$49,300, for the years ended May 31, 2001, 2000 and 1999, respectively. These amounts were offset by annual sublease income of approximately \$57,900, \$21,200, and \$19,600, respectively.

### 12. RETIREMENT PLANS:

The Company has the following retirement plans at May 31, 2001:

44

#### Defined Contribution Plans

In 1999, the Company adopted a 401(k) plan covering its union employees. The Company makes matching contributions of up to 5% of the individual union employee's pretax salary deferral. This plan replaced a defined contribution plan in effect prior to August 1999. Total related pension expense was approximately \$70,600, \$71,900, and \$77,300, in fiscal 2001, 2000 and 1999, respectively.

In addition, the Company has a 401(k) plan covering its nonunion employees.



## Edgar Filing: GENERAL KINETICS INC - Form 10-K

Participants can make pretax salary deferrals up to certain limitations. Company contributions are discretionary. Total related expenses were approximately \$21,300, \$25,200, and \$11,900, for fiscal years 2001, 2000 and 1999, respectively.

### Employee Stock Ownership Plan ("ESOP") and Trust Agreement

The Company has a noncontributory, qualified ESOP plan covering its nonunion, full-time employees, who are at least 21 years of age. On April 19, 1991, the Company funded the ESOP through a borrowing with its principal bank in the amount of \$1,500,000. The ESOP used the proceeds of a \$1,500,000 loan from the Company to purchase approximately 171,500 newly issued common shares of the Company. The shares are shown as outstanding in the consolidated balance sheet. These shares were earned and allocated to eligible employees over a five-year period. As of May 31, 1997, all of the shares were earned and allocated.

### Deferred Compensation Retirement Plan

The Company has an unfunded deferred compensation plan under which it is committed to provide two retired officers and one surviving spouse of a retired officer with joint and survivor's lifetime annuity payments, beginning upon retirement at age 65. The lifetime annuity provides the retired officer with an annual stipend of 16 percent of base salary at the time of retirement. Upon the officer's death, a surviving spouse is entitled to receive one-half of that amount for such spouse's lifetime. The Company provides, on an annual basis, for anticipated payments under this plan, using an average discount rate of 10 percent and the most recent life expectancy of each individual covered.

45

Compensation related to this plan totaled approximately \$38,400, \$32,100, and \$36,700, in fiscal 2001, 2000 and 1999, respectively. As of May 31, 2001, 2000 and 1999, deferred compensation recorded in the consolidated balance sheets was approximately \$263,000,, \$269,000, and \$275,400, and was all attributable to retirees currently receiving benefits.

### 13. STOCK OPTIONS:

The Company has six incentive stock option plans under which stock options may be granted. The Company has reserved 1,950,000 common shares for issuance under these plans. All six plans have a ten year life and options are granted at the fair market value at the date of grant. Options vest 50% upon grant and 50% after one year, unless otherwise stated. Canceled options become available for new grants upon cancellation.

The 1989 Stock Option Plan was approved by the stockholders on November 30, 1989. All options under the 1989 stock option plan expired during fiscal 2000.

The 1990 Stock Option Plan was approved by the stockholders on November 13, 1990.

The 1991 Stock Option Plan was approved by the stockholders on November 19, 1991. Under the 1991 plan, 375,000 options are available for grant through November 18, 2001, with no more than 125,000 options granted in any one fiscal year.

The Company adopted the 1991 Nonemployee and Directors Stock Option Plan on

## Edgar Filing: GENERAL KINETICS INC - Form 10-K

November 19, 1991. This plan provides for grants to nonemployees (consultants and advisors) and to nonemployee directors of options to purchase up to 100,000 shares of the Company's common stock. There were no options outstanding under this plan during fiscal 2000.

The 1994 Stock Option Plan was approved by stockholders on October 28, 1994. Under the 1994 plan, 525,000 options are available for grant through October 28, 2004, with no more than 225,000 options granted in any one fiscal year.

The 1994 Nonemployee and Directors Stock Option Plan was adopted by the Company on October 28, 1994. This plan provides for grants to nonemployees (consultants and advisors) and to nonemployee directors of options to purchase up to 850,000 shares of the Company's common stock. During 1995, the Company issued 325,000

46

incentive stock options to non-employees and directors under this plan. These incentive options become vested based on the increase of the Company stock price over the average stock price during the base period from March 8, 1994 through October 27, 1994. Vesting begins when the stock price reaches 300% of the base period price and the options become fully vested when the stock price reaches 600% of the base period price. This stock option arrangement is accounted for as a variable plan and accordingly the measurement date for compensation expense is delayed until the Company's stock price meets the initial target price. The Company recorded no compensation expenses in 1999 through 2001, and no options have as yet vested.

The summary of the option plans for the years ended May 31, is as follows:

	2001 -----	2000 -----
Options outstanding June 1,	774,527	752,777
Granted	42,500	42,500
Exercised	0	0
Canceled	(4,000)	(20,750)
	-----	-----
Options outstanding at end of period	813,027	774,527
	-----	-----
Price range of options granted	\$ 0.08	\$ 0.25
	=====	=====
Price range of options Exercised	-	-
	=====	=====
Exercise price range of Outstanding options	\$.06-\$2.50	\$.06-\$2.50
	=====	=====

The summary of stock options outstanding and exercisable as of May 31, 2001 is as follows:

47

	Weighted Average	Weighted Average	Weighted Average
Range of			

Edgar Filing: GENERAL KINETICS INC - Form 10-K

Exercise Prices	Number Outstanding	Remaining Life	Exercise Price	Options Exercisable	Exercise Price
-----					
1991 Stock Option Plan \$0.56 - \$2.50	27,250	.5	\$0.92	27,250	\$0.87
1994 Stock Option Plan \$0.38 - \$0.56	38,277	4	0.51	38,277	0.51
-----					
1994 Non-employees and Directors Stock Option Plan UPDATE*					
\$0.06 - \$0.09	100,000	4	0.08	78,750	0.08
\$0.15 - \$0.19	85,000	4	0.17	85,000	0.17
\$0.25 - \$0.38	75,000	4	0.30	75,000	0.30
\$0.69	487,500	4	0.69	162,500	0.69
-----					
\$0.06 - \$2.50	813,027	4.8	\$0.52	466,777	\$0.43
=====					

The Company has adopted the disclosure-only provisions of SFAS No. 123 "Accounting for Stock Based Compensation", but applies Accounting Principles Board Opinion No. 25 and related interpretations in accounting for its stock plans. For SFAS 123 purposes, the weighted average fair value of each option grant has been estimated as of the date of the grant using the Black-Scholes option pricing model with the following assumptions; Risk-free interest rate of 4.94%, 5.96%, and 5.53% and expected volatility of 95%, 60%, and 50% for the years ended May 31, 2001, 2000 and 1999, respectively, a dividend payment rate of zero for each year and an expected option life of five years. Using these assumptions, the weighted average fair value of the stock options granted is \$.06, \$.16, and \$.04, for fiscal 2001, 2000 and 1999, respectively. There were no adjustments made in calculating the fair value to account for vesting provisions or for non-transferability or risk of forfeiture.

If the Company had elected to recognize compensation expense based on the fair value at the grant dates consistent with the method prescribed by SFAS 123, net loss and loss per share would have been changed to the pro forma amounts indicated below.

48

	2001	2000	1999
-----			
Net Income (Loss) :			
As reported	\$ (129,800)	\$ (528,800)	\$ (849,100)
Pro forma	(134,500)	(532,200)	(851,200)
Basic Earnings (Loss) per share:			
As reported	\$ (0.02)	\$ (0.08)	\$ (0.13)
Pro forma	(0.02)	(0.08)	(0.13)
Diluted Earnings (Loss) per share:			
As reported	\$ (0.02)	\$ (0.08)	\$ (0.13)
Pro forma	(0.02)	(0.08)	(0.13)

14. MARKET VALUE DISCLOSURE OF FINANCIAL INSTRUMENTS

## Edgar Filing: GENERAL KINETICS INC - Form 10-K

Statement of Financial Accounting Standards No. 107, "Disclosures About Fair Value of Financial Instruments" ("SFAS 107"), requires all entities to disclose the fair value of financial instruments; however, this information does not represent the aggregate net fair value of the Company. Some of the information used to determine fair value is subjective and judgmental in nature; therefore, fair value estimates, especially for less marketable securities, may vary. The amounts actually realized or paid upon settlement or maturity could be significantly different.

Unless quoted market price indicates otherwise, the fair values of cash and cash equivalents generally approximate market values because of the short maturity of these instruments. The Company has estimated the fair value of bonds payable based on the present value using interest rates of similar debt instruments.

The estimated fair values of the Company's financial instruments, none of which are held for trading purposes, are summarized as follows (brackets denote liability):

	(000's)			
	May 31, 2001		May 31, 2001	
	Carrying Amount	Estimated Fair Value	Carrying Amount	Estimated Fair Value
Bonds Payable	\$(8,995)	\$(3,000)	\$(8,995)	\$(4,184)

49

### 15. Quarterly Financial Data (Unaudited)

Summarized quarterly financial data for 2001 and 2000 is as follows:

	Quarter			
	First	Second	Third	Fourth
<b>Fiscal Year 2001:</b>				
Net sales	\$2,266,600	\$2,447,300	\$1,526,900	\$2,017,700
Gross Profit	346,800	601,200	288,200	286,500
Net income (loss)	(132,000)	87,400	96,100	(181,300)
Basic earnings (loss) per share	\$ (0.020)	\$ 0.010	\$ 0.014	\$ (0.030)
Diluted earnings (loss) per share	\$ (0.020)	\$ 0.004	\$ 0.004	\$ (0.030)
<b>Fiscal Year 2000:</b>				
Net sales	\$2,448,900	\$2,602,600	\$1,832,200	\$1,949,300
Gross Profit	225,400	522,700	32,700	224,200
Net income (loss)	(296,400)	29,800	(77,700)	(184,700)
Basic earnings (loss) per share	\$ (0.040)	\$ 0.004	\$ (0.010)	\$ (0.030)
Diluted earnings (loss) per share	\$ (0.040)	\$ 0.020	\$ (0.010)	\$ (0.030)

ITEM 9 - CHANGES IN AND DISAGREEMENTS WITH ACCOUNTANTS ON ACCOUNTING AND FINANCIAL DISCLOSURE MATTERS

# Edgar Filing: GENERAL KINETICS INC - Form 10-K

None

50

## PART III

The information required by Part III (Items 10 through 13) is hereby incorporated by reference from the Company's definitive proxy statement to be filed with the Commission under Section 14A of the Securities Exchange Act of 1934 not later than 120 days after the end of the 2001 fiscal year or shall be filed by amendment to this Form 10-K not later than such 120 day period.

51

## PART IV

### ITEM 14 - EXHIBITS, FINANCIAL STATEMENT SCHEDULES, AND REPORTS ON FORM 8-K

(a) 1. Financial Statements

Included in Part II, Item 8 of this report:

Consolidated Balance Sheets as of May 31, 2001 and 2000

Consolidated Statements of Operations for the years ended May 31, 2001, 2000 and 1999

Consolidated Statements of Stockholders' Deficit for the years ended May 31, 2001, 2000 and 1999

Consolidated Statements of Cash Flows for the years ended May 31, 2001, 2000 and 1999

Notes to the Consolidated Financial Statements

2. Financial Statement Schedule

Included in Part IV of this report:

Financial Statements and Supplementary Data  
for the years ended May 31, 2001, 2000, and 1999:

Schedule II - Schedule of Valuation and Qualifying  
Accounts

(b) Reports on Form 8-K

No reports on Form 8-K were filed by the Company during the fiscal quarter ended May 31, 2001.

(c) Exhibits

Exhibit Number	Description	Note No.
-----	-----	-----
3.1	Articles of Incorporation	(1)

Edgar Filing: GENERAL KINETICS INC - Form 10-K

52

3.2	Articles of Incorporation, as amended at the Annual Meeting of GKI shareholders on November 19, 1991	(7)
3.3	Articles of Incorporation, as amended at the Annual Meeting of GKI shareholders on October 28, 1994	(16)
3.4	By-Laws	(1)
3.5	By-Laws, as amended at a Board of Directors meeting on September 24, 1994	(7)
3.6	By-Laws, as amended at a Board of Directors meeting on March 2, 1994	(12)
3.7	By-Laws, as amended at a Board of Directors meeting on January 19, 1995	(16)
4.1	Agreement by and between GKI and Gutzwiller & Partner, A.G., dated October 20, 1992, and a letter of clarification regarding such agreement from Edward J. Stucky to David A. Shaw, dated October 23, 1992	(7)
4.2	Form of Convertible Subordinated Debentures Issued to Gutzwiller & Partner, A.G., on December 14, 1992 with an effective date of October 20, 1992	(8)
4.3	Form of 4% Subordinated Debentures, Series A, due March 30, 1994	(9)
4.4	Form of 4% Subordinated Debentures, Series B, due March 30, 1995	(9)

53

4.5	Form of 4% Subordinated Debentures, Series C, due August 15, 1994	(9)
4.6	Form of Convertible Debentures Issued to Gutzwiller & Partner, A.G., dated August 14, 1994.	(14)
4.7	Form of Pledge and Security Agreement dated as of August 14, 1994 with respect to Convertible Debentures	
10.1*	1988 Stock Option Plan	(2)
10.2	Agreement and Plan of Merger and Reorganization dated August 31, 1990	(1)
10.3*	1991 Executive Bonus Plan	(5)
10.4*	1991 Stock Option Plan	(4)

Edgar Filing: GENERAL KINETICS INC - Form 10-K

10.5*	1991 Nonemployee and Directors Stock Option Plan	(4)
10.6*	401(k) Retirement, Investment & Savings Plan	(7)
10.7*	1989 Stock Option Plan	(5)
10.8*	1990 Stock Option Plan	(5)
10.9*	1994 Stock Option Plan	(15)
10.10*	1994 Nonemployee and Directors Stock Option Plan	(15)
10.11	Verdix Asset Purchase Agreement dated October 1, 1993	(10)
10.12	Amendment to Verdix Asset Purchase Agreement dated January 26, 1994	(11)

54

10.13	Asset Purchase Agreement between General Kinetics Incorporated and Cryptek Secure Communications, LLC, a Delaware limited liability company, dated as of November 1, 1996	(18)
10.14	Agreement between GKI and Link2It, L.L.C. dated as of January 21, 1997	(17)
10.15	Form of Master Factoring Agreement between General Kinetics Incorporated and Link2It Corporation, dated August 22, 2001.	
16.0	Letter re Change in Certifying Accountants	(3)
16.1	Letter re Change in Certifying Accountants	(13)
21.1	List of Subsidiaries	(16)

\* Management contract, compensatory plan or arrangement

- (1) Previously filed with the Securities and Exchange Commission as an Exhibit to the Company's Annual Report on Form 10-K for the year ended May 31, 1990, and incorporated herein by reference.
- (2) Previously filed with the Securities and Exchange Commission as an Exhibit to the Company's Annual Report on Form 10-K for the year ended May 31, 1989, and incorporated herein by reference.
- (3) Previously filed with the Securities and Exchange Commission as an Exhibit to the Company's Current Report on Form 8-K dated April 3, 1990, and incorporated herein by reference.
- (4) Previously filed with Securities and Exchange Commission as an Exhibit to the Company's Proxy

55

## Edgar Filing: GENERAL KINETICS INC - Form 10-K

Statement for the 1991 Annual Shareholders' Meeting, and incorporated herein by reference.

- (5) Previously filed with the Securities and Exchange Commission as an Exhibit to the Company's Annual Report on Form 10-K for the year ended May 31, 1991, and incorporated herein by reference.
  - (6) Previously filed with the Securities and Exchange Commission as an Exhibit to the Company's Amendment No. 2 to the Annual Report on Form 10-K for the year ended May 31, 1991, and incorporated herein by reference.
  - (7) Previously filed with the Securities and Exchange Commission as an Exhibit to the Company's Annual Report on Form 10-K for the year ended May 31, 1992 and incorporated herein by reference.
  - (8) Previously filed with the Securities and Exchange Commission as an Exhibit to the Company's Quarterly Report on Form 10-Q for the quarter ended November 30, 1992 and incorporated herein by reference.
  - (9) Previously filed with the Securities and Exchange Commission as an Exhibit to the Company's Annual Report on Form 10-K for the year ended May 31, 1993 and incorporated herein by reference.
  - (10) Previously filed with the Securities and Exchange Commission as an Exhibit to the Company's Quarterly Report on Form 10-Q for the quarter ended August 31, 1993 and incorporated herein by reference.
  - (11) Previously filed with the Securities and Exchange Commission as an Exhibit to the Company's Current Report on Form 8-K dated February 9, 1994 and incorporated herein by reference.
  - (12) Previously filed with the Securities and Exchange Commission as an Exhibit to the Company's Current Report on Form 8-K dated March 17, 1994 and incorporated herein by reference.
  - (13) Previously filed with the Securities and Exchange Commission as an Exhibit to the Company's amended Current Report on Form 8-K/A dated June 16, 1994, and incorporated herein by reference.
- 56
- (14) Previously filed with the Securities and Exchange Commission as an Exhibit to the Company's Annual Report on Form 10-K for the year ended May 31, 1994, and incorporated herein by reference.
  - (15) Previously filed with the Securities and Exchange Commission as an Exhibit to the Company's Proxy Statement for the 1994 Annual Shareholders' Meeting, and incorporated herein by reference.
  - (16) Previously filed with the Securities and Exchange Commission as an Exhibit to the Company's Annual Report on Form 10-K for the year ended May 31, 1995, and incorporated herein by reference.
  - (17) Previously filed with the Securities and Exchange Commission as an Exhibit to the Company's Current Report on Form 8-K dated December 20, 1996 and incorporated herein by reference (Formerly designated Exhibit 2.1).



Edgar Filing: GENERAL KINETICS INC - Form 10-K

(18) Previously filed with the Securities and Exchange Commission as an Exhibit to the Company's Quarterly Report on Form 10-Q for the quarter ended February 28, 1997 and incorporated herein by reference.

(d) Schedule

57

REPORT OF INDEPENDENT CERTIFIED PUBLIC ACCOUNTANTS  
ON FINANCIAL STATEMENT SCHEDULE

General Kinetics Incorporated

The audits referred to in our report, dated July 20, 2001, which includes an explanatory paragraph related to substantial doubt about the Company's ability to continue as a going concern, relating to the financial statements of General Kinetics, Inc. which is contained in Item 8 of this Form 10-K, included the audits of the financial statement schedule listed in the accompanying index for each of the three years in the period ended May 31, 2001. The financial statement schedule is the responsibility of the Company's management. Our responsibility is to express an opinion on the financial statement schedule based on our audits.

In our opinion, such schedule presents fairly, in all material respects, the information set forth therein.

/s/ BDO Seidman, LLP

Washington, DC  
July 20, 2001

58

General Kinetics Incorporated  
-----  
Schedule of Valuation and Qualifying Accounts  
-----  
For the Years Ended May 31, 2001, 2000, and 1999  
-----

Description -----	Balance at beginning of period -----	Charged to costs and expenses -----	Charged to other accounts -----
FOR THE YEAR ENDED MAY 31, 2001:			
Inventory Reserve	199,200	85,000	(125,000)

Edgar Filing: GENERAL KINETICS INC - Form 10-K

Allowance for doubtful accounts	75,000	0	(2,300)
Note Receivable Reserve	175,000	0	(175,000)

FOR THE YEAR ENDED MAY 31, 2000:

Inventory Reserve	159,200	95,000	(55,000)
Allowance for doubtful accounts	208,000	19,500	(152,500)
Note Receivable Reserve	237,500	87,500	(150,000)

FOR THE YEAR ENDED MAY 31, 1999:

Inventory Reserve	261,900	60,000	(162,700)
Allowance for doubtful accounts	208,000	0	0
Note Receivable Reserve	441,600	87,500	(291,600)

Page 59

SIGNATURES

Pursuant to the requirements of Section 13 or 15(d) 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.

GENERAL KINETICS INCORPORATED

By: /s/ Larry M. Heimendinger  
 -----  
 Larry M. Heimendinger, Chairman of the Board  
 (Principal Executive Officer)

Date: August 29, 2001  
 -----

Pursuant to the requirements of the Securities Exchange Act of 1934, this report has been signed by the following persons on behalf of the Registrant and in the capacities and on the dates indicated.

/s/ Larry M. Heimendinger 8/29/01  
 -----  
 Larry M. Heimendinger, Date  
 Chairman of the Board  
 (Principal Executive Officer)

/s/ Sandy B. Sewitch 8/29/01  
 -----  
 Sandy B. Sewitch, Date  
 Chief Financial Officer  
 (Principal Accounting Officer  
 and Principal Financial  
 Officer)

Edgar Filing: GENERAL KINETICS INC - Form 10-K

60

Pursuant to the requirements of the Securities Exchange Act of 1934, this report has been signed by the following persons on behalf of the Registrant and in the capacities and dates indicated.

/s/ Marc E. Cotnoir ----- Marc E. Cotnoir, Director	August 29, 2001 ----- Date
---	----------------------------------

/s/ Richard J. McConnell ----- Richard J. McConnell, Director	August 29, 2001 ----- Date
---	----------------------------------

/s/ Thomas M. Hacala ----- Thomas M. Hacala, Director	August 29, 2001 ----- Date
---	----------------------------------

61