

Edgar Filing: AAON INC - Form 8-K

AAON INC  
Form 8-K  
October 20, 2004

SECURITIES AND EXCHANGE COMMISSION

Washington, D.C.

FORM 8-K

CURRENT REPORT

Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934

Date of Report (Date of earliest event reported): October 19, 2004

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

Nevada ----- (State or other jurisdiction of incorporation)	0-18953 ----- (Commission File Number)	87-0448736 ----- (IRS Employer Identification No.)
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2425 South Yukon, Tulsa, Oklahoma 74107  
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(Address of principal executive offices)

Registrant's telephone number, including area code: (918) 583-2266

Item 2.02 Results of Operations and Financial Condition.

On October 19, 2004, Registrant issued a press release concerning its results of operations for the three and nine month periods ended and at September 30, 2004.

Item 9.01 Financial Statements and Exhibits.

A copy of Registrant's October 19, 2004, press release is attached as Exhibit "A" hereto.

SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the Registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

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AAON, INC.

Date: October 19, 2004

By: /s/ John B. Johnson, Jr.

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John B. Johnson, Jr., Secretary

(1)

EXHIBIT "A"

NEWS BULLETIN  
FOR IMMEDIATE RELEASE  
October 19, 2004

AAON, Inc.  
2425 South Yukon Ave. o Tulsa, OK 74107-2728  
o Ph: (918) 583-2266 o Fax: (918) 583-6094 o  
o <http://www.aaon.com> o

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For Further Information:  
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AAON REPORTS THIRD QUARTER  
RECORD SALES AND LOWER EARNINGS

Tulsa, OK, October 19, 2004 - AAON, Inc. (NASDAQ-AAON)

In the quarter, revenues reached a record level, \$47,733,000, up 16.4% from \$41,003,000 during the corresponding period in 2003, and net income decreased 58.0% to \$1,527,000 or \$0.12 per share compared to \$3,635,000 or \$0.27 per share for the same period a year ago.

Norman H. Asbjornson, President and CEO, stated that, "due to further increases in material costs during the third quarter, recent product price increases did not yield the anticipated margin improvement and additional product price increases will be necessary. It is unclear what impact further product price increases will have on sales volume in the future."

Net sales for the first nine months of 2004 were up 15.5%, \$128,246,000, compared to \$111,081,000 in 2003, whereas earnings were down 48.2% from \$10,487,000 or \$0.79 per share, to \$5,435,000 or \$0.42 per share. All per share earnings are on a diluted basis.

Mr. Asbjornson said, "sales in the third quarter, together with the Company's current backlog, will produce record second half of 2004 and yearly sales; however, due to ongoing material cost increases, earnings in the second half of 2004 will only approximate earnings in the first half of the year."

Certain statements in this news release may be "forward-looking statements" within the meaning of Section 27A of the Securities Act of 1933. Statements regarding future prospects and developments are based upon current expectations and involve certain risks and uncertainties that could cause actual results and developments to differ materially from the forward-looking statements.

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AAON, Inc.  
Consolidated Statements of Operations

	Three Months Ended		Sept. 30, 2003*
	Sept. 30, 2004*	Sept. 30, 2003*	
	(in thousands, except share and per share amounts)		
Net sales	\$ 47,733	\$ 41,003	\$ 128,000
Cost of Sales	41,639	31,491	108,000
Gross profit	6,094	9,512	20,000
Selling, general and administrative expenses	3,405	3,861	11,000
Income from operations	2,689	5,651	8,000
Interest expense	8	6	
Interest income	(10)	(84)	
Other expense (income)	(13)	(45)	
Income before income taxes	2,704	5,774	9,000
Income tax provision	1,177	2,139	3,000
Net Income	\$ 1,527	\$ 3,635	\$ 5,000
Earnings Per Share:			
Basic	\$ 0.12	\$ 0.29	\$ 0.00
Diluted	\$ 0.12	\$ 0.27	\$ 0.00
Weighted Average Shares Outstanding:			
Basic	12,420,941	12,593,711	12,453,000
Diluted	12,898,497	13,292,444	12,954,000

\*Unaudited

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AAON, Inc.  
Consolidated Balance Sheets

September 30, 2004\*

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(in thousands, except share and

ASSETS

CURRENT ASSETS

Cash and cash equivalents	\$ 13
Certificate of deposit	2,000
Accounts receivable, net	31,292
Inventories, net	21,657
Prepaid expenses	440
Deferred income tax	3,781

Total current assets 59,183

PROPERTY, PLANT AND EQUIPMENT:

Land	2,045
Buildings	24,914
Machinery and equipment	51,363
Furniture and fixtures	3,880

Total property, plant & equipment 82,202  
 Less: accumulated depreciation 35,760

Net property, plant & equipment 46,442

Total assets \$ 105,625

LIABILITIES AND STOCKHOLDERS' EQUITY

CURRENT LIABILITIES

Revolving credit facility	\$ 3,203
Accounts payable	11,020
Accrued liabilities	16,872

Total current liabilities 31,095

DEFERRED TAX LIABILITY 4,685

STOCKHOLDERS' EQUITY

Preferred Stock, \$.001 par, 5,000,000 shares authorized, no shares issued	-
Common Stock, \$.004 par, 50,000,000 shares authorized, and 12,405,598 and 12,519,733 issued and outstanding at September 30, 2004, and December 31, 2003, respectively	50
Additional paid-in capital	-
Accumulated other comprehensive income	24
Retained Earnings	69,771

Total stockholders' equity 69,845

Total liabilities and stockholders' equity \$ 105,625

\*Unaudited

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## AAON, Inc. Consolidated Statements of Cash Flows

	Nine Months Ended Sept. 30, 2004*
(in thousands)	
<b>Operating Activities</b>	
Net income	\$ 5,435
Adjustments to reconcile net income to net cash provided by operating activities:	
Depreciation	4,474
Provision for losses on accounts receivable	535
Loss on disposition of assets	4
Deferred income taxes	(955)
Changes in assets and liabilities net of effects of acquisition:	
Accounts receivable	(8,187)
Inventories	(1,487)
Prepaid expenses	2,213
Accounts payable	(533)
Accrued liabilities	4,470
Net cash provided by operating activities	5,969
<b>Investing Activities</b>	
Cash paid for acquisition	(1,778)
Proceeds from sale of property, plant and equipment	13
Proceeds from matured certificate of deposit	10,000
Investment in certificate of deposit	(2,000)
Capital expenditures	(13,206)
Net cash used in investing activities	(6,971)
<b>Financing Activities</b>	
Borrowings under revolving credit agreement	42,759
Payments under revolving credit agreement	(44,912)
Stock options exercised	965
Repurchase of stock	(4,007)
Net cash used in financing activities	(5,195)
Effect of exchange rate on cash	24
Net decrease in cash and cash equivalents	(6,173)
Cash and cash equivalents, beginning of year	6,186
Cash and cash equivalents, end of year	\$ 13

\*Unaudited