

DYNAMIC MATERIALS CORP  
Form 10-Q  
November 02, 2006

**UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
WASHINGTON, D.C. 20549**

**Form 10-Q**

(Mark One)

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

For the quarterly period ended September 30, 2006

OR

**TRANSITION REPORT UNDER SECTION 13 OR 15(d) OF THE SECURITIES ACT OF 1934**

FOR THE TRANSITION PERIOD FROM TO .

Commission file number 0-8328

**DYNAMIC MATERIALS CORPORATION**

(Exact name of Registrant as Specified in its Charter)

**Delaware**

(State of Incorporation or Organization)

**84-0608431**

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

**5405 Spine Road, Boulder, Colorado 80301**

(Address of principal executive offices, including zip code)

**(303) 665-5700**

(Registrant's telephone number, including area code)

Indicate by check mark whether the registrant: (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes  No

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, or a non-accelerated filer. Large accelerated filer  Accelerated filer  Non-accelerated filer

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 under the Act). Yes  No

The number of shares of Common Stock outstanding was 11,948,735 as of October 31, 2006.



CAUTIONARY NOTE ABOUT FORWARD-LOOKING STATEMENTS

This quarterly report on Form 10-Q contains forward-looking statements within the meaning of section 27A of the Securities Act of 1933 and section 21E of the Securities Exchange Act of 1934. In particular, we direct your attention to Part I, Item 1- Financial Statements, Item 2 - Management's Discussion and Analysis of Financial Condition and Results of Operations and Item 3 - Quantitative and Qualitative Disclosures About Market Risk. We intend the forward-looking statements throughout this quarterly report on Form 10-Q and the information incorporated by reference herein to be covered by the safe harbor provisions for forward-looking statements. Statements contained in this report which are not historical facts are forward-looking statements that involve risks and uncertainties that could cause actual results to differ materially from projected results. All projections and statements regarding our expected financial position and operating results, our business strategy, our financing plans and the outcome of any contingencies are forward-looking statements. These statements can sometimes be identified by our use of forward-looking words such as may, believe, plan, anticipate, estimate, expect, intend and other phrases of similar meaning. The forward-looking information is based on information available as of the date of this quarterly report and on numerous assumptions and developments that are not within our control. Although we believe that our expectations as expressed in these forward-looking statements are reasonable, we cannot assure you that our expectations will turn out to be correct. Factors that could cause actual results to differ materially include, but are not limited to, the following: the ability to obtain new contracts at attractive prices; the size and timing of customer orders and shipment; fluctuations in customer demand; competitive factors; the timely completion of contracts; the timing and size of expenditures; the timely receipt of government approvals and permits; the adequacy of local labor supplies at our facilities; current or future limits on manufacturing capacity at our various operations; the availability and cost of funds; and general economic conditions, both domestic and foreign, impacting our business and the business of the end-market users we serve. Readers are cautioned not to place undue reliance on these forward-looking statements, which reflect management's analysis only as of the date hereof. We undertake no obligation to publicly release the results of any revision to these forward-looking statements that may be made to reflect events or circumstances after the date hereof or to reflect the occurrence of unanticipated events.

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## Part I - FINANCIAL INFORMATION

## ITEM 1. Condensed Consolidated Financial Statements

DYNAMIC MATERIALS CORPORATION & SUBSIDIARYCONSOLIDATED BALANCE SHEETS

(Dollars in Thousands)

	September 30, 2006 (unaudited)	December 31, 2005
<u>ASSETS</u>		
CURRENT ASSETS:		
Cash and cash equivalents	\$ 19,161	\$ 5,763
Marketable securities		1,950
Accounts receivable, net of allowance for doubtful accounts of \$400 and \$301, respectively	19,884	15,576
Inventories	14,025	11,869
Prepaid expenses and other	788	822
Current portion of other receivables related to discontinued operations	678	
Current deferred tax assets	665	572
Total current assets	55,201	36,552
PROPERTY, PLANT AND EQUIPMENT	28,179	22,635
Less - Accumulated depreciation	(11,247	) (10,063
Property, plant and equipment, net	16,932	12,572
GOODWILL, net	847	847
DEFERRED TAX ASSETS	39	819
OTHER ASSETS, net	25	101
OTHER RECEIVABLES RELATED TO DISCONTINUED OPERATIONS		681
ASSETS OF DISCONTINUED OPERATIONS	651	3,739
TOTAL ASSETS	\$ 73,695	\$ 55,311

The accompanying notes are an integral part of these Condensed Consolidated Financial Statements.

DYNAMIC MATERIALS CORPORATION & SUBSIDIARYCONSOLIDATED BALANCE SHEETS

(Dollars in Thousands, Except Share Data)

	September 30, 2006 (unaudited)	December 31, 2005
<u>LIABILITIES AND STOCKHOLDERS' EQUITY</u>		
<b>CURRENT LIABILITIES:</b>		
Accounts payable	\$ 8,182	\$ 7,278
Accrued expenses	1,977	1,615
Accrued income taxes	1,780	979
Accrued employee compensation and benefits	2,486	2,508
Customer advances	8,026	1,885
Related party debt		45
Current maturities on long-term debt	368	528
<b>Total current liabilities</b>	<b>22,819</b>	<b>14,838</b>
<b>LONG-TERM DEBT</b>	<b>368</b>	<b>2,221</b>
<b>DEFERRED TAX LIABILITIES</b>	<b>329</b>	<b>195</b>
<b>OTHER LONG-TERM LIABILITIES</b>	<b>236</b>	<b>222</b>
<b>LIABILITIES OF DISCONTINUED OPERATIONS</b>		<b>2,880</b>
<b>COMMITMENTS AND CONTINGENT LIABILITIES</b>		
<b>Total liabilities</b>	<b>23,752</b>	<b>20,356</b>
<b>STOCKHOLDERS' EQUITY:</b>		
Preferred stock, \$.05 par value; 4,000,000 shares authorized; no issued and outstanding shares		
Common stock, \$.05 par value; 15,000,000 shares authorized; 11,948,735 and 11,758,920 shares issued and outstanding, respectively	597	588
Additional paid-in capital	21,676	19,778
Retained earnings	26,526	14,104
Other cumulative comprehensive income	1,144	485
<b>Total stockholders' equity</b>	<b>49,943</b>	<b>34,955</b>
<b>TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY</b>	<b>\$ 73,695</b>	<b>\$ 55,311</b>

The accompanying notes are an integral part of these Condensed Consolidated Financial Statements.



DYNAMIC MATERIALS CORPORATION & SUBSIDIARYCONSOLIDATED STATEMENTS OF OPERATIONSFOR THE THREE AND NINE MONTHS ENDED SEPTEMBER 30, 2006 AND 2005(Dollars in Thousands, Except Share Data)(unaudited)

	<b>Three months ended</b>		<b>Nine months ended</b>	
	<b>September 30,</b>		<b>September 30,</b>	
	<b>2006</b>	<b>2005</b>	<b>2006</b>	<b>2005</b>
NET SALES	\$ 24,852	\$ 20,238	\$ 77,781	\$ 56,124
COST OF PRODUCTS SOLD	16,542	13,970	50,270	39,990
Gross profit	8,310	6,268	27,511	16,134
<b>COSTS AND EXPENSES:</b>				
General and administrative expenses	1,267	1,020	3,948	2,726
Selling expenses	904	849	3,174	2,845
Total costs and expenses	2,171	1,869	7,122	5,571
INCOME FROM OPERATIONS OF CONTINUING OPERATIONS	6,139	4,399	20,389	10,563
<b>OTHER INCOME (EXPENSE):</b>				
Other income (expense), net	(23 )	(8 )	(40 )	9 )
Interest expense	(42 )	(65 )	(108 )	(233 )
Interest income	163	2	455	22
INCOME BEFORE INCOME TAXES AND DISCONTINUED OPERATIONS	6,237	4,328	20,696	10,361
INCOME TAX PROVISION	2,547	1,176	7,865	3,445
INCOME FROM CONTINUING OPERATIONS DISCONTINUED OPERATIONS:				
Income from discontinued operations, net of tax			1,357	
Income from discontinued operations			1,357	
NET INCOME	\$ 3,690	\$ 3,152	\$ 14,188	\$ 6,916
<b>INCOME PER SHARE - BASIC:</b>				
Continuing operations	\$ 0.31	\$ 0.27	\$ 1.09	\$ 0.62
Discontinued operations			0.11	
Net income	\$ 0.31	\$ 0.27	\$ 1.20	\$ 0.62
<b>INCOME PER SHARE - DILUTED:</b>				
Continuing operations	\$ 0.30	\$ 0.26	\$ 1.05	\$ 0.58
Discontinued operations			0.11	
Net income	\$ 0.30	\$ 0.26	\$ 1.16	\$ 0.58
<b>WEIGHTED AVERAGE NUMBER OF SHARES OUTSTANDING -</b>				
Basic	11,865,336	11,648,502	11,813,371	11,141,394
Diluted	12,210,791	12,135,142	12,216,283	12,028,562
<b>ANNUAL DIVIDENDS DECLARED PER COMMON SHARE</b>	\$	\$ 0.10	\$ 0.15	\$ 0.10

The accompanying notes are an integral part of these Condensed Consolidated Financial Statements



DYNAMIC MATERIALS CORPORATION & SUBSIDIARY  
CONSOLIDATED STATEMENTS OF STOCKHOLDERS' EQUITY  
FOR THE NINE MONTHS ENDED SEPTEMBER 30, 2006

(Amounts in Thousands)

(unaudited)

	Common Stock Shares	Amount	Additional Paid-In Capital	Retained Earnings	Other Cumulative Comprehensive Income	Total	Comprehensive Income for the Period
Balances, December 31, 2005	11,759	\$ 588	\$ 19,778	\$ 14,104	\$ 485	\$ 34,955	
Shares issued in connection with stock-based compensation	189	9	486			495	
Shares issued in connection with the employee stock purchase plan	1		28			28	
Tax benefit related to stock options			948			948	
Stock-based compensation			436			436	
Dividends paid				(1,766)		(1,766)	
Net income				14,188		14,188	14,188
Change in cumulative foreign currency translation adjustment					659	659	659
Balances, September 30, 2006	11,949	597	21,676	26,526	1,144	49,943	14,847

The accompanying notes are an integral part of these Condensed Consolidated Financial Statements.

DYNAMIC MATERIALS CORPORATION & SUBSIDIARYCONSOLIDATED STATEMENTS OF CASH FLOWSFOR THE NINE MONTHS ENDED SEPTEMBER 30, 2006 AND 2005(Dollars in Thousands)(unaudited)

	2006	2005
<b>CASH FLOWS FROM OPERATING ACTIVITIES:</b>		
Net income	\$ 14,188	\$ 6,916
Adjustments to reconcile net income to net cash provided by operating activities -		
Income from discontinued operations, net of tax	(1,357 )	
Depreciation	1,020	1,132
Amortization of capitalized debt issuance costs	50	33
Stock-based compensation	436	
Provision for deferred income taxes	923	(171 )
Tax benefit related to exercise of stock options		2,477
Change in -		
Accounts receivable, net	(3,885 )	(1,003 )
Inventories	(1,608 )	(5,126 )
Prepaid expenses and other	150	(1,585 )
Accounts payable	568	421
Customer advances	5,961	264
Accrued expenses and other liabilities	(189 )	1,186
Net cash provided by operating activities	16,257	4,544
<b>CASH FLOWS FROM INVESTING ACTIVITIES:</b>		
Acquisition of property, plant and equipment	(5,154 )	(1,966 )
Sale of marketable securities	1,950	
Loan to related party	(1,206 )	
Repayment on loan to related party	1,206	
Change in other non-current assets	219	218
Payment received on other receivables related to discontinued operations	3	1,016
Cash flows provided by investing activities of discontinued operations	2,197	
Net cash flows used in investing activities	(785 )	(732 )

The accompanying notes are an integral part of these Condensed Consolidated Financial Statements.

	2006	2005
<b>CASH FLOWS FROM FINANCING ACTIVITIES:</b>		
Repayments on bank lines of credit, net		(3,216 )
Repayments on related party lines of credit, net	(47 )	(86 )
Payment on SNPE, Inc. term loan		(667 )
Payment on industrial development revenue bond	(1,720 )	(745 )
Payment on term loan with French bank	(361 )	(366 )
Payment of dividends	(1,766 )	(1,155 )
Change in other long-tem liabilities	22	23
Net proceeds from issuance of common stock to employees and directors	523	1,481
Tax benefit related to exercise of stock options	948	
Net cash flows used in financing activities	(2,401 )	(4,731 )
EFFECTS OF EXCHANGE RATES ON CASH	327	(117 )
NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS	13,398	(1,036 )
CASH AND CASH EQUIVALENTS, beginning of the period	5,763	2,404
CASH AND CASH EQUIVALENTS, end of the period	\$ 19,161	\$ 1,368
<b>NON-CASH FINANCING ACTIVITY:</b>		
Conversion of SNPE convertible subordinated note into common stock	\$	\$ 1,200

The accompanying notes are an integral part of these Condensed Consolidated Financial Statements.

**DYNAMIC MATERIALS CORPORATION & SUBSIDIARY**

**NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS**

**(Dollars in Thousands, Except Share and Per Share Data)**

**(unaudited)**

**1. BASIS OF PRESENTATION**

The information included in the Condensed Consolidated Financial Statements is unaudited but includes all normal and recurring adjustments which, in the opinion of management, are necessary for a fair presentation of the interim periods presented. These Condensed Consolidated Financial Statements should be read in conjunction with the financial statements that are included in the Company's Annual Report filed on Form 10-K for the year ended December 31, 2005.

On May 15, 2006, SNPE, Inc., the Company's former majority stockholder, sold in an underwritten public offering 5,926,982 shares of the Company's common stock, which represented all shares held by SNPE, Inc. Following the sale, four members of the Company's board of directors, each of whom had represented SNPE, Inc., resigned from the board. All transaction expenses were paid by SNPE, Inc.

**2. SIGNIFICANT ACCOUNTING POLICIES**

**Principles of Consolidation**

**The Condensed Consolidated Financial Statements include the accounts of the Company and its subsidiaries, all of which are wholly-owned. All significant intercompany accounts, profits and transactions have been eliminated in consolidation.**

**Foreign Operations and Foreign Exchange Rate Risk**

The functional currency for the Company's foreign operations is the applicable local currency for each affiliate company. Assets and liabilities of foreign subsidiaries for which the functional currency is the local currency are translated at exchange rates in effect at period-end, and the statements of operations are translated at the average exchange rates during the period. Exchange rate fluctuations on translating foreign currency financial statements into U.S. dollars that result in unrealized gains or losses are referred to as translation adjustments. Cumulative translation adjustments are recorded as a separate component of stockholders' equity and are included in other cumulative comprehensive income. Transactions denominated in currencies other than the local currency are recorded based on exchange rates at the time such transactions arise. Subsequent changes in exchange rates result in transaction gains and losses which are reflected in income as unrealized (based on period-end translations) or realized upon settlement of the transactions. Cash flows from the Company's operations in foreign countries are translated at actual exchange rates when known, or at the average rate for the period. As a result, amounts related to assets and liabilities reported in the consolidated statements of cash flows will not conform with changes in the corresponding balances in the Consolidated Balance Sheets. The effects of exchange rate changes on cash balances held in foreign currencies are reported as a separate line item below cash flows from financing activities.

**Revenue Recognition**

Sales of clad metal products and welding services are generally based upon customer specifications set forth in customer purchase orders and require the Company to provide certifications relative to metals used, services performed and the results of any non-destructive testing that the customer has requested be performed. Any non-conformance issues are resolved before the product is shipped and billed. Revenue is recognized only when all four of the following criteria have been satisfied: persuasive evidence of an arrangement exists; the price is fixed or determinable; delivery has occurred; and collection is reasonably assured. For contracts that require multiple shipments, revenue is recorded only for the units included in each individual shipment. If, as a contract proceeds toward completion, projected total cost on an individual contract indicates a potential loss, the Company recognizes such anticipated loss at such time.

**Loan to Related Party**

Nobelclad Europe, S.A. ( Nobelclad ) had a Euro-denominated cash management agreement with SNPE, the parent company of SNPE, Inc., the Company's former majority stockholder, which provided for loans to or from either party of up to approximately \$3,400, based on the December 31, 2005 exchange rates. Amounts outstanding under this agreement bore interest at EURIBOR plus 1.5% annually. Due to Nobelclad's excess cash position during the first quarter of 2006, it began advancing cash to SNPE through this intercompany cash agreement. At March 31, 2006, these advances to SNPE totaled 1,003 Euros (\$1,211). The interest rate earned on these advances exceeded the interest rate that Nobelclad could earn on excess cash and cash equivalents held at its local bank. The agreement allowed Nobelclad to request repayment on the advances at any time. The balance outstanding at March 31, 2006 was repaid in full in April 2006.

**Earnings Per Share**

Basic earnings per share ( EPS ) is computed by dividing net income by the weighted average number of shares of common stock outstanding during the period. Diluted EPS recognizes the potential dilutive effects of dilutive securities. The following represents a reconciliation of the numerator and denominator used in the calculation of basic and diluted EPS:

	For the three months ended September 30, 2006		
	Net Income	Shares	Per share Amount
Basic earnings per share	\$ 3,690	11,865,336	\$ 0.31
Dilutive effect of options to purchase common stock		345,455	
Dilutive earnings per share	\$ 3,690	12,210,791	\$ 0.30

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	<b>For the three months ended September 30, 2005</b>		
	<b>Net Income</b>	<b>Shares</b>	<b>Per share Amount</b>
Basic earnings per share	\$ 3,152	11,648,502	\$ 0.27
Dilutive effect of options to purchase common stock		486,640	
Dilutive effect of convertible subordinated note, net of tax			
Dilutive earnings per share	\$ 3,152	12,135,142	\$ 0.26

	<b>For the nine months ended September 30, 2006</b>		
	<b>Net Income</b>	<b>Shares</b>	<b>Per share Amount</b>
Basic earnings per share	\$ 14,188	11,813,371	\$ 1.20
Dilutive effect of options to purchase common stock		402,912	
Dilutive earnings per share	\$ 14,188	12,216,283	\$ 1.16

	<b>For the nine months ended September 30, 2005</b>		
	<b>Net Income</b>	<b>Shares</b>	<b>Per share Amount</b>
Basic earnings per share	\$ 6,916	11,141,394	\$ 0.62
Dilutive effect of options to purchase common stock		654,202	
Dilutive effect of convertible subordinated note, net of tax			