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SERVOTRONICS INC /DE/  
Form 10QSB  
August 14, 2003

SECURITIES AND EXCHANGE  
COMMISSION  
Washington, D.C. 20549

FORM 10-QSB

X QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE  
-- ACT OF 1934 For the quarterly period ended June 30, 2003

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

For the transition period from \_\_\_\_\_ to \_\_\_\_\_

Commission File No. 1 - 7109

SERVOTRONICS, INC.

-----  
(Exact name of small business issuer as specified in its charter)

Delaware

16-0837866

-----  
(State or other jurisdiction of  
incorporation or organization)

-----  
(IRS Employer  
Identification No.)

1110 Maple Street, Elma, New York 14059-0300

-----  
(Address of principal executive offices)

716-655-5990

-----  
(Issuer's telephone number, including area code)

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

| Class                                  | Outstanding at July 31, 2003 |
|--|------------------------------|
| -----<br>Common Stock, \$.20 par value | -----<br>2,492,901           |

Transitional Small Business Disclosure Format (Check one):

Yes        ;        No        X  
-----        -----

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PART I. FINANCIAL INFORMATION

Item 1. Financial Statements (Unaudited)

- a) Consolidated Balance Sheet, June 30, 2003
- b) Consolidated Statement of Operations for the Three and Six Months Ended June 30, 2003 and 2002
- c) Consolidated Statement of Cash Flows for the Six Months Ended June 30, 2003 and 2002
- d) Notes to Consolidated Financial Statements

Item 2. Management's Discussion and Analysis or Plan of Operation

Item 3. Controls and Procedures

PART II. OTHER INFORMATION

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PART I FINANCIAL INFORMATION  
SERVOTRONICS, INC. AND SUBSIDIARIES  
CONSOLIDATED BALANCE SHEET  
June 30, 2003

(\$000's omitted except per share data)  
(Unaudited)

Assets

Current assets:

- Cash
- Accounts receivable
- Inventories
- Prepaid income taxes
- Deferred income taxes
- Other (See Note 1 to consolidated financial statements)

Total current assets

Property, plant and equipment, net

Other assets

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Liabilities and Shareholders' Equity

Current liabilities:

Current portion of long-term debt  
 Accounts payable  
 Accrued employee compensation and benefit costs  
 Other accrued liabilities  
 Accrued income taxes

Total current liabilities

Long-term debt

Deferred income taxes

Other non-current liabilities

Shareholders' equity:

Common stock, par value \$.20; authorized  
 4,000,000 shares; Issued 2,614,506 shares  
 Capital in excess of par value  
 Retained earnings  
 Accumulated other comprehensive loss

Employee stock ownership trust commitment  
 Treasury stock, at cost 121,605 shares

Total shareholders' equity

See notes to consolidated financial statements

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SERVOTRONICS, INC. AND SUBSIDIARIES  
 CONSOLIDATED STATEMENT OF OPERATIONS

(\$000's omitted except per share data)  
 (Unaudited)

|                                     | Three Months Ended |          | Six      |
|-------------------------------------|--------------------|----------|----------|
|                                     | June 30,           |          | 2003     |
|                                     | 2003               | 2002     | 2003     |
|                                     | -----              | -----    | -----    |
| Net revenues                        | \$ 3,945           | \$ 4,300 | \$ 7,774 |
| Costs and expenses:                 |                    |          |          |
| Cost of goods sold                  | 2,921              | 3,153    | 5,806    |
| Selling, general and administrative | 845                | 719      | 1,680    |
| Interest                            | 41                 | 51       | 84       |
| Depreciation and amortization       | 173                | 167      | 351      |

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|                                   |           |         |           |
|-----------------------------------|-----------|---------|-----------|
|                                   | -----     | -----   | -----     |
|                                   | 3,980     | 4,090   | 7,921     |
|                                   | -----     | -----   | -----     |
| Income (loss) before income taxes | (35)      | 210     | (147)     |
| Income tax provision (benefit)    | (13)      | 77      | (54)      |
|                                   | -----     | -----   | -----     |
| Net income (loss)                 | \$ (22)   | \$ 133  | \$ (93)   |
|                                   | =====     | =====   | =====     |
| Income (Loss) Per Share:          |           |         |           |
| Basic                             |           |         |           |
| -----                             |           |         |           |
| Net income (loss) per share       | \$ (0.01) | \$ 0.07 | \$ (0.05) |
|                                   | =====     | =====   | =====     |
| Diluted                           |           |         |           |
| -----                             |           |         |           |
| Net income (loss) per share       | \$ (0.01) | \$ 0.07 | \$ (0.05) |
|                                   | =====     | =====   | =====     |

See notes to consolidated financial statements

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SERVOTRONICS, INC. AND SUBSIDIARIES  
CONSOLIDATED STATEMENT OF CASH FLOWS

(\$000's omitted)  
(Unaudited)

|   |         |
|---|---------|
|   | Six Mon |
|   | Jun     |
|   | 2003    |
|   | -----   |
| Cash flows related to operating activities:   |         |
| Net income (loss)   | \$ (93) |
| Adjustments to reconcile net income (loss) to net cash provided by operating activities - |         |
| Depreciation and amortization   | 351     |
| Change in assets and liabilities -  |         |
| Accounts receivable   | 50      |
| Inventories   | (409)   |
| Other current assets  | (302)   |
| Other assets  | 3       |
| Accounts payable  | 251     |
| Accrued employee compensation & benefit costs   | 30      |
| Accrued income taxes  | 36      |
| Other accrued liabilities   | 192     |
|   | -----   |
| Net cash provided by operating activities   | 109     |
|   | -----   |

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|   |        |
|---|--------|
| Cash flows related to investing activities:         |        |
| Capital expenditures - property, plant & equipment  | (78)   |
|   | -----  |
| Net cash used in investing activities               | (78)   |
|   | -----  |
| Cash flows related to financing activities:         |        |
| Increase in demand loan                             | 50     |
| Payments on demand loan                             | (50)   |
| Principal payments on long-term debt                | (104)  |
|   | -----  |
| Net cash provided by (used in) financing activities | (104)  |
|   | -----  |
| Net decrease in cash                                | (73)   |
| Cash at beginning of period                         | 679    |
|   | -----  |
| Cash at end of period                               | \$ 606 |
|   | =====  |

See notes to consolidated financial statements

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NOTES TO CONSOLIDATED FINANCIAL STATEMENTS  
(\$000 omitted in tables except for per share data)

The information set forth herein is unaudited. This financial information reflects all normal accruals and adjustments which, in the opinion of management, are necessary for a fair statement of the results for the periods presented.

1. Summary of significant accounting policies

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Revenue recognition

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The Company's revenues are principally recognized as units are shipped and as terms and conditions of purchase orders are met. The Company also incurred costs for certain contracts which are long term. These contracts are accounted for under the percentage of completion method (cost-to-cost) which recognizes revenue as the work progresses towards completion.

Included in other current assets are \$1,053,000 of unbilled revenues which represent revenue earned under the percentage of completion method (cost-to-cost) not yet billable under the terms of the contracts.

2. Inventories

-----

|                                |               |
|--------------------------------|---------------|
|                                | June 30, 2003 |
|                                | -----         |
| Raw materials and common parts | \$ 1,051      |
| Work-in-process                | 5,430         |

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|  |          |
|--|----------|
| Finished goods                                       | 927      |
|  | -----    |
|  | 7,408    |
| Less common parts expected to be used after one year | (236)    |
|  | -----    |
|  | \$ 7,172 |
|  | =====    |

3. Property, plant and equipment

-----

June 30, 2003

-----

|                                  |          |
|----------------------------------|----------|
| Land                             | \$ 25    |
| Buildings                        | 6,452    |
| Machinery, equipment and tooling | 9,689    |
|                                  | -----    |
|                                  | 16,166   |
| Less accumulated depreciation    | (9,358)  |
|                                  | -----    |
|                                  | \$ 6,808 |
|                                  | =====    |

Property, plant and equipment includes land and building under a \$5,000,000 capital lease which can be purchased for a nominal amount at the end of the lease term. The Company believes that it maintains property and casualty insurance in amounts adequate for the risk and nature of its assets and operations and which are generally customary in its industry.

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4. Long-term debt

-----

June 30, 2003

-----

|   |          |
|---|----------|
| Industrial Development Revenue Bonds; secured by a letter of credit from a bank with interest payable monthly at a floating rate (1.50% at June 30, 2003)   | \$ 4,490 |
| Term loans; payable to a financial institution; \$500,000 at LIBOR plus 2% (3.29% at June 30, 2003); quarterly principal payments of \$17,500 commencing January 1, 2005; payable in full October 1, 2009; and \$393,000 at a rate of 3.40% at June 30, 2003; quarterly principal payments of \$35,714 through February 1, 2006 | 893      |
| Various other secured term notes payable to government agencies   | 565      |
|   | -----    |
|   | 5,948    |
| Less current portion  | (378)    |
|   | -----    |
|   | \$ 5,570 |
|   | =====    |

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Industrial Development Revenue Bonds were issued by a government agency to finance the construction of the Company's headquarters/Advanced Technology facility. Annual sinking fund payments of \$170,000 commenced December 1, 2000 and continue through 2013, with a final payment of \$2,620,000 due December 1, 2014. The Company has agreed to reimburse the issuer of the letter of credit if there are draws on that letter of credit. The Company pays the letter of credit bank an annual fee of 1% of the amount secured thereby and pays the remarketing agent for the bonds an annual fee of .25% of the principal amount outstanding. The Company's interest under the facility capital lease has been pledged to secure its obligations to the government agency, the bank and the bondholders.

The Company also has a \$1,000,000 line of credit on which there was no balance outstanding at June 30, 2003.

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5. Common shareholders' equity

|   | Common stock            |        | Capital in excess of par value | Retained earnings | ESOP       | Treasury stock | Comp i |
|---|-------------------------|--------|--------------------------------|-------------------|------------|----------------|--------|
|   | Number of shares issued | Amount |                                |                   |            |                |        |
| Balance December 31, 2002                                   | 2,614,506               | \$523  | \$13,361                       | \$1,262           | (\$ 2,337) | (\$ 1,054)     |        |
| Comprehensive loss  |                         |        |                                |                   |            |                |        |
| Net loss  | -                       | -      | -                              | \$ (93)           | -          | -              |        |
| Other comprehensive loss, net of tax                        | -                       | -      | -                              | -                 | -          | -              |        |
| Minimum pension liability adjustment                        | -                       | -      | -                              | -                 | -          | -              |        |
| Other comprehensive loss                                    | -                       | -      | -                              | -                 | -          | -              |        |
| Comprehensive loss  | -                       | -      | -                              | -                 | -          | -              |        |
| Compensation expense  | -                       | -      | -                              | -                 | -          | -              |        |
| Treasury shares issued for deferred compensation obligation | -                       | -      | (328)                          | -                 | -          | 534            |        |
| Balance June 30, 2003                                       | 2,614,506               | \$523  | \$13,033                       | \$1,169           | (\$ 2,337) | (\$ 520)       |        |

Earnings per share

Basic earnings per share are computed by dividing net earnings by the weighted average number of shares outstanding during the period. Diluted earnings per share are computed by dividing net earnings by the weighted average number of shares outstanding during the period plus the number of shares of common stock that would be issued assuming all contingently issuable shares having a dilutive effect on earnings per share were outstanding for the period.

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|   | Three Months Ended<br>June 30, |         | Six Mo<br>Ju |
|---|--------------------------------|---------|--------------|
|   | 2003                           | 2002    | 2003         |
|   | -----                          | -----   | -----        |
| Net income (loss)   | \$ (22)                        | \$ 133  | \$ (93)      |
|   | =====                          | =====   | =====        |
| Weighted average common shares<br>outstanding (basic)           | 1,972                          | 1,894   | 1,972        |
| Incremental shares from assumed<br>conversions of stock options | 0                              | 14      | 0            |
| Weighted average common<br>shares outstanding (diluted)         | 1,972                          | 1,908   | 1,972        |
| Basic<br>-----  |                                |         |              |
| Net income (loss) per share                                     | \$ (0.01)                      | \$ 0.07 | \$ (0.05)    |
|   | =====                          | =====   | =====        |
| Diluted<br>-----  |                                |         |              |
| Net income (loss) per share                                     | \$ (0.01)                      | \$ 0.07 | \$ (0.05)    |
|   | =====                          | =====   | =====        |

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6. Business segments  
-----

The Company operates in two business segments, Advanced Technology Group and Consumer Products Group. The Company's reportable segments are strategic business units that offer different products and services. The segments are composed of separate corporations and are managed separately. Operations in Advanced Technology Group involve the design, manufacture, and marketing of servo-control components for government and commercial industrial applications. Consumer Products Group's operations involve the design, manufacture and marketing of a variety of cutlery products for use by consumers and government agencies. The Company derives its primary sales revenue from domestic customers, although a significant portion of finished products are for foreign end use.

| Six Month<br>Period Ended<br>June 30, 2003<br>----- | Advanced<br>Technology<br>Group<br>----- | Consumer<br>Products<br>Group<br>----- |
|---|--|--|
| Revenues from unaffiliated customers                | \$ 4,993                                 | \$ 2,781                               |
|   | =====                                    | =====                                  |
| Profit (loss)                                       | \$ 734                                   | \$ (193)                               |
|   | =====                                    | =====                                  |
| Depreciation and amortization                       |  |  |
| Interest expense                                    |  |  |
| General corporate expense                           |  |  |



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Loss before income taxes

Item 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OR PLAN OF OPERATION

The following table sets forth for the period indicated the percentage relationship of certain items in the consolidated statement of operations to net revenues, and the percentage increase or decrease of such items as compared to the indicated prior period.

|   | Relationship to net revenues three months ended June 30, |        | Period to period \$ increase (decrease) | Relations net reve six months June 3 |
|---|--|--------|---|--------------------------------------|
|   | 2003   | 2002   | 03-02                                   | 2003                                 |
|   | ----   | ----   | -----                                   | -----                                |
| Net revenues                                  |  |        |   |                                      |
| Advanced technology products                  | 63.1%  | 64.3%  | (10.0%)                                 | 64.2%                                |
| Consumer products                             | 36.9%  | 35.7%  | (5.1%)                                  | 35.8%                                |
|   | -----  | -----  |   | -----                                |
|   | 100.0%   | 100.0% | (8.3%)                                  | 100.0%                               |
| Cost of goods sold, exclusive of depreciation | 74.0%  | 73.3%  | (7.4%)                                  | 74.7%                                |
|   | -----  | -----  |   | -----                                |
| Gross profit                                  | 26.0%  | 26.7%  | (10.7%)                                 | 25.3%                                |
|   | -----  | -----  |   | -----                                |
| Selling, general and administrative           | 21.4%  | 16.7%  | 17.5%                                   | 21.6%                                |
| Interest                                      | 1.0%   | 1.2%   | (19.6%)                                 | 1.1%                                 |
| Depreciation and amortization                 | 4.4%   | 3.9%   | 3.6%                                    | 4.5%                                 |
|   | -----  | -----  |   | -----                                |
|   | 26.8%  | 21.8%  | 13.0%                                   | 27.2%                                |
|   | -----  | -----  |   | -----                                |
| Income (loss) before income taxes             | (0.8%)   | 4.9%   | (116.7%)                                | (1.9%)                               |
| Income tax provision (benefit)                | (0.2%)   | 1.8%   | (116.9%)                                | (0.7%)                               |
|   | -----  | -----  |   | -----                                |
| Net income (loss)                             | (0.6%)   | 3.1%   | (116.5%)                                | (1.2%)                               |
|   | =====  | =====  |   | =====                                |

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Management Discussion

During the six month period ended June 30, 2003 and for the comparable period ended June 30, 2002, approximately 37% and 24% respectively, of the Company's revenues were derived from contracts with agencies of the U.S. Government or their prime contractors. The Company's business is performed under

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fixed price contracts. Sales to the government are affected by defense budgets, U.S. & foreign policy and the level of military operations. As major international events continue to unfold, it is difficult to predict the impact on future financial results. In addition, the continued real and perceived threats to the airline industry have lowered commercial passenger traffic and have had a direct effect on revenues in the commercial aerospace markets and, consequently, on aerospace manufacturing.

### Results of Operations

-----

The Company's consolidated results of operations for the six month period ended June 30, 2003 when compared to the same six month period of 2002 showed a decrease in net revenues of 4.4% and a decrease in net income of approximately 138.8%. For the second quarter ended June 30, 2003, net revenues decreased approximately 8.3% with a decrease in net income of 116.5% compared to the same period of 2002. The decrease in revenues for the six month period and quarter ended June 30, 2003 is primarily the result of decreased sales and shipments at the Advanced Technology Group related to the previously reported decrease in commercial aircraft production. While revenues continue to reflect the overall economic softness in the commercial aerospace industry, the Company continues to be successful in procuring new applications and the backlog remains strong.

During the first six months of 2003, the Company incurred significant front-end costs associated with prototype, preproduction and start-up activities in both the Advanced Technology Group (ATG) and the Consumer Products Group (CPG). These costs, consistent with accounting standards, are expensed as they occur and as such provide minimal or no benefit to revenue in the current period. Such costs contribute to the decrease in gross profit for the six month period ended June 30, 2003 when compared to the comparable period of 2002. Among these costs, which are being expensed on a current basis, are those related to the engineering and manufacturing of the Marine Corps' new combination bayonet and combat knife. As the result of an intensive two-year competition, the CPG was awarded a four million dollar order which began full production during the third quarter of this year is scheduled through 2004 and into the year 2005.

Selling, general and administrative expenses increased as a percentage of revenues for both the six month period and quarter ended June 30, 2003 when compared to the same period in 2002. The Company has incurred expenses for costs dedicated to expanded sales and marketing activities, and additional procedures and professional expenses relative to the financial reporting and corporate disclosure requirements of the Sarbanes-Oxley Act.

Interest expense decreased for both the six month period and the quarter ended June 30, 2003 when compared to the same period in 2002 due to market driven interest rate fluctuations and the decrease of institutional debt.

The Company continues to take advantage of the tax benefit for extraterritorial sales, which is reflected in the effective tax rate of approximately 37%.

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### Liquidity and Capital Resources

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The Company's primary liquidity and capital requirements relate to the working capital needs; primarily inventory, accounts receivable, capital investments in facilities, machinery, tools/dies and equipment and principal/interest payments on indebtedness. The Company's primary sources of

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liquidity have been from positive cash flow from operations and from bank financing.

The Company also has a \$1,000,000 line of credit on which there was no balance outstanding at June 30, 2003.

As of June 30, 2003 there are no material commitments for capital expenditures.

### Item 3. DISCLOSURE CONTROLS AND PROCEDURES

Our management has reviewed our disclosure controls and procedures (as defined in Exchange Act Rules 13a-15 and 15d-15). Our management believes that as of the end of the Company's most recent fiscal quarter, such disclosure controls and procedures are adequate to ensure that material information relating to the Company is made known to management by others within the Company.

In addition, our management reviewed our internal controls and, to management's knowledge, there have been no significant changes in the Company's internal controls or in other factors that could significantly affect internal controls subsequent to the date of their last evaluation.

## PART II OTHER INFORMATION

### Item 6. EXHIBITS AND REPORTS ON FORM 8-K

#### (a) Exhibits

31.1 Certification of Chief Financial Officer pursuant to Rule 13a-14 or 15d-14 of the Securities Exchange act of 1934, as adopted pursuant to Section 302 of the Sarbanes-Oxley Act of 2002.

31.2 Certification of Chief Executive Officer pursuant to Rule 13a-14 or 15d-14 of the Securities Exchange act of 1934, as adopted pursuant to Section 302 of the Sarbanes-Oxley Act of 2002.

32.1 Certification of Chief Financial Officer pursuant to 18 U.S.C. 1350 as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002.

32.2 Certification of Chief Executive Officer pursuant to 18 U.S.C. 1350 as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002.

#### (b) Reports on Form 8-K

An 8-K was filed on April 2, 2003 incorporating the Press Release of Servotronics, Inc. dated March 30, 2003.

An 8-K was filed on May 15, 2003 incorporating the Press Release of Servotronics, Inc. dated May 14, 2003

## FORWARD-LOOKING STATEMENTS

In addition to historical information, certain sections of this Form 10-QSB contain 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, such as those pertaining to the Company's capital resources and profitability.

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Forward-looking statements involve numerous risks and uncertainties. The Company derives a material portion of its revenues from contracts with agencies of the U.S. Government or their prime contractors. The Company's business is performed under fixed price contracts and the following factors, among others discussed herein, could cause actual results and future events to differ materially from those set forth or contemplated in the forward-looking statements: uncertainties in today's global economy and global competition, and difficulty in predicting defense appropriations, the vitality of the commercial aviation industry and its ability to purchase new aircraft, the willingness and ability of the Company's customers to fund long-term purchase programs, and market demand and acceptance both for the Company's products and its customers' products which incorporate Company-made components. The success of the Company also depends upon the trends of the economy, including interest rates, income tax laws, governmental regulation, legislation, population changes and those risk factors discussed elsewhere in this Form 10-QSB. Readers are cautioned not to place undue reliance on forward-looking statements, which reflect management's analysis only as of the date hereof. The Company assumes no obligation to update forward-looking statements.

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SIGNATURES

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

Date: August 7, 2003

SERVOTRONICS, INC.

By: /s/Lee D. Burns, Treasurer

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Lee D. Burns, Treasurer and  
Chief Financial Officer

By: /s/ Raymond C. Zielinski, Vice President

-----  
Raymond C. Zielinski, Vice President

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