

Edgar Filing: ESPEY MFG & ELECTRONICS CORP - Form 10-Q

ESPEY MFG & ELECTRONICS CORP  
Form 10-Q  
May 16, 2005

UNITED STATES

SECURITIES AND EXCHANGE COMMISSION

WASHINGTON, D. C. 20549

FORM 10-Q

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

For the Quarterly Period Ended March 31, 2005

Commission File Number I-4383

ESPEY MFG. & ELECTRONICS CORP.

-----  
(Exact name of registrant as specified in charter)

NEW YORK

14-1387171

-----  
(State of Incorporation) (I.R.S. Employer's Identification No.)

233 Ballston Avenue, Saratoga Springs, New York 12866

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

Registrant's telephone number, including area code 518-584-4100  
-----

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 an accelerated filer (as defined in Rule 12b-2 of the Exchange Act). YES  NO

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

| Class<br>-----                    | Outstanding at May 16, 2005<br>----- |
|-----------------------------------|--------------------------------------|
| Common stock, \$.33-1/3 par value | 1,006,694 shares                     |

ESPEY MFG. & ELECTRONICS CORP.  
Quarterly Report on Form 10-Q  
I N D E X

Edgar Filing: ESPEY MFG & ELECTRONICS CORP - Form 10-Q

|         |   |    |
|---------|---|----|
| Item 1  | Financial Statements:   |    |
|         | Balance Sheets (Unaudited) -<br>March 31, 2005 and June 30, 2004                          | 1  |
|         | Statements of Income (Unaudited) -<br>Three and Nine Months Ended March 31, 2005 and 2004 | 3  |
|         | Statements of Cash Flows (Unaudited)-<br>Nine Months Ended March 31, 2005 and 2004        | 4  |
|         | Notes to Financial Statements (Unaudited)   | 5  |
| Item 2  | Management's Discussion and Analysis of<br>Financial Condition and Results of Operations  | 7  |
| Item 3  | Quantitative and Qualitative Disclosures About<br>Market Risk                             | 10 |
| Item 4  | Controls and Procedures   | 10 |
| PART II | OTHER INFORMATION   | 11 |
| Item 1  | Legal Proceedings   | 11 |
| Item 2  | Unregistered Sales of Equity Securities and Use of Proceeds                               | 11 |
| Item 3  | Defaults on Senior Securities   | 11 |
| Item 4  | Submission of Matters to a Vote of Security Holders                                       | 11 |
| Item 5  | Other Information   | 11 |
| Item 6  | Exhibits  | 11 |
|         | SIGNATURES  | 12 |

PART I: FINANCIAL INFORMATION

ESPEY MFG. & ELECTRONICS CORP.

Balance Sheets (Unaudited)  
March 31, 2005 and June 30, 2004

-----  
A S S E T S

|                           | 2005<br>March 31,<br>----- | 2004<br>June 30,<br>----- |
|---------------------------|----------------------------|---------------------------|
| ASSETS:                   |                            |                           |
| Cash and cash equivalents | \$10,159,787               | \$12,310,972              |

Edgar Filing: ESPEY MFG & ELECTRONICS CORP - Form 10-Q

|   |              |              |
|---|--------------|--------------|
| Short term investments  | 2,688,000    | 1,056,000    |
| Trade accounts receivable, net  | 2,658,061    | 2,140,397    |
| Other receivables   | 8,065        | 1,809        |
| Inventories:  |              |              |
| Raw materials and supplies  | 1,736,095    | 1,543,930    |
| Work-in-process   | 3,621,414    | 3,390,133    |
| Costs relating to contracts in process, net of advance payments of \$ 348,336 at March 31, 2005 and \$ 905,646 at June 30, 2004 | 4,570,202    | 5,151,234    |
|   | -----        | -----        |
| Total inventories   | 9,927,711    | 10,085,297   |
|   | -----        | -----        |
| Deferred income taxes   | 76,876       | 76,876       |
| Prepaid expenses and other current assets   | 497,763      | 359,393      |
|   | -----        | -----        |
| Total current assets  | 26,016,263   | 26,030,744   |
|   | -----        | -----        |
| Property, plant and equipment, net  | 3,069,322    | 3,100,516    |
|   | -----        | -----        |
| Total assets  | \$29,085,585 | \$29,131,260 |
|   | =====        | =====        |

See accompanying notes to the financial statements.

(Continued)

1

ESPEY MFG. & ELECTRONICS CORP.

Balance Sheets (Unaudited), Continued

March 31, 2005 and June 30, 2004

LIABILITIES AND STOCKHOLDERS' EQUITY

|  | 2005       |       |
|--|------------|-------|
|  | March 31,  |       |
|  | -----      |       |
| LIABILITIES AND STOCKHOLDERS' EQUITY:        |            |       |
| Accounts payable                             | \$ 576,870 | \$    |
| Accrued expenses:                            |            |       |
| Salaries, wages and commissions              | 60,026     |       |
| Employees' insurance costs                   | --         |       |
| Vacation                                     | 456,500    |       |
| Other  | 54,656     |       |
| Payroll and other taxes withheld and accrued | 43,503     |       |
| Income taxes payable                         | 10,919     |       |
|  | -----      | ----- |
| Total current liabilities                    | 1,202,474  |       |

Edgar Filing: ESPEY MFG & ELECTRONICS CORP - Form 10-Q

|   |  |
|---|--|
| Deferred income taxes   | 356,510                                    |
| Total liabilities   | 1,558,984                                  |
|   |  |
| Common stock, par value .33-1/3 per share. Authorized 10,000,000 shares; issued 1,514,937 shares on March 31, 2005 and June 30, 2004. Outstanding 1,006,694 and 1,014,618 on March 31, 2005 and June 30, 2004, respectively | 504,979                                    |
| Capital in excess of par value  | 10,408,095                                 |
| Retained earnings   | 24,796,481                                 |
|   | 35,709,555                                 |
| Less: Cost of 508,243 and 500,319 shares on March 31, 2005 and June 30, 2004 respectively of common stock in treasury   | (8,182,954)                                |
| Total stockholders' equity  | 27,526,601                                 |
|   | Total liabilities and stockholders' equity |
|   | \$ 29,085,585                              |

See accompanying notes to the financial statements.

2

ESPEY MFG. & ELECTRONICS CORP.

Statements of Income (Unaudited)

Three and Nine Months Ended March 31, 2005 and 2004

|  | Three Months |              | Nine Months  |              |
|--|--------------|--------------|--------------|--------------|
|  | 2005         | 2004         | 2005         | 2004         |
| Net sales                                    | \$ 4,219,861 | \$ 6,116,221 | \$13,846,929 | \$17,083,213 |
| Cost of sales                                | 3,568,971    | 5,398,659    | 11,774,510   | 14,737,602   |
| Gross profit                                 | 650,890      | 717,562      | 2,072,419    | 2,345,611    |
| Selling, general and administrative expenses | 565,145      | 671,575      | 1,746,362    | 1,905,972    |
| Operating income                             | 85,745       | 45,987       | 326,057      | 439,639      |
| Other income                                 |              |              |              |              |

Edgar Filing: ESPEY MFG & ELECTRONICS CORP - Form 10-Q

|   |                  |                  |                  |                  |
|---|------------------|------------------|------------------|------------------|
| Interest and dividend income                    | 66,420           | 24,588           | 144,908          | 69,817           |
| Other   | 7,816            | 2,707            | 14,182           | 25,521           |
|   | <u>74,236</u>    | <u>27,295</u>    | <u>159,090</u>   | <u>95,338</u>    |
| Income before income taxes                      | 159,981          | 73,282           | 485,147          | 534,977          |
| Provision for income taxes                      | 47,994           | 19,274           | 145,544          | 138,574          |
|   | <u>111,987</u>   | <u>54,008</u>    | <u>339,603</u>   | <u>396,403</u>   |
| Net Income                                      | \$               | \$               | \$               | \$               |
|   | <u>111,987</u>   | <u>54,008</u>    | <u>339,603</u>   | <u>396,403</u>   |
| Net income per share:                           |                  |                  |                  |                  |
| Basic   | \$               | \$               | \$               | \$               |
|   | .11              | .05              | .34              | .39              |
| Diluted   | \$               | \$               | \$               | \$               |
|   | .11              | .05              | .33              | .39              |
| Weighted average number of shares outstanding : |                  |                  |                  |                  |
| Basic   | 1,010,671        | 1,011,416        | 1,011,744        | 1,013,545        |
| Diluted   | 1,023,303        | 1,021,908        | 1,022,558        | 1,021,874        |
|   | <u>1,010,671</u> | <u>1,011,416</u> | <u>1,011,744</u> | <u>1,013,545</u> |
|   | <u>1,023,303</u> | <u>1,021,908</u> | <u>1,022,558</u> | <u>1,021,874</u> |

See accompanying notes to the financial statements.

3

ESPEY MFG. & ELECTRONICS CORP.

Statements of Cash Flows (Unaudited)

Nine Months Ended March 31, 2005 and 2004

|   | 2005                        | 2004                        |
|---|-----------------------------|-----------------------------|
|   | <u>                    </u> | <u>                    </u> |
| Cash Flows From Operating Activities:   |                             |                             |
| Net income  | \$ 339,603                  |                             |
| Adjustments to reconcile net income to net cash provided by operating activities: |                             |                             |
| Depreciation  | 411,499                     |                             |
| Loss on disposal of assets  | --                          |                             |
| Deferred income tax   | 32,194                      |                             |
| Changes in assets and liabilities:  |                             |                             |
| Increase in trade receivables, net  | (517,664)                   |                             |
| Increase in income taxes receivable   | --                          |                             |
| (Increase) Decrease in other receivables  | (6,256)                     |                             |

Edgar Filing: ESPEY MFG & ELECTRONICS CORP - Form 10-Q

|   |             |
|---|-------------|
| Decrease in inventories   | 157,586     |
| Increase in prepaid expenses and other current assets               | (138,370)   |
| Increase (Decrease) in accounts payable                             | 326,195     |
| Increase (Decrease) in accrued salaries, wages and commissions      | 15,507      |
| (Decrease) Increase in accrued employees' insurance costs           | (7,487)     |
| Increase in other accrued expenses                                  | 4,286       |
| Increase (Decrease) in vacation accrual                             | 4,984       |
| Increase (Decrease) in payroll and other taxes withheld and accrued | 17,503      |
| (Decrease) in income taxes payable                                  | (123,552)   |
| Increase in ESOP payable  | --          |
|   | -----       |
| Net cash provided by operating activities                           | 516,028     |
|   | -----       |
| Cash Flows From Investing Activities:                               |             |
| Additions to property, plant & equipment                            | (380,305)   |
| Purchase of short term investments                                  | (2,304,000) |
| Maturity of short term investments                                  | 672,000     |
|   | -----       |
| Net cash used by investing activities                               | (2,012,305) |
|   | -----       |
| Cash Flows From Financing Activities:                               |             |
| Dividends on common stock   | (455,042)   |
| Purchase of treasury stock  | (215,366)   |
| Proceeds from exercise of stock options                             | 15,500      |
|   | -----       |
| Net cash used in financing activities                               | (654,908)   |
|   | -----       |
| Decrease in cash and cash equivalents                               | (2,151,185) |
| Cash and cash equivalents, beginning of period                      | 12,310,972  |
|   | -----       |
| Cash and cash equivalents, end of period                            | 10,159,787  |
|   | =====       |
| Income Taxes Paid   | \$ 236,902  |
|   | =====       |

See accompanying notes to the financial statements

4

ESPEY MFG. & ELECTRONICS CORP.

Notes to Financial Statements (Unaudited)

-----

Note 1. Basis of Presentation

In the opinion of management the accompanying unaudited financial statements contain all adjustments (consisting of only normal recurring adjustments) necessary for a fair presentation of the results for such periods. The results for any interim period are not necessarily indicative of the results to be expected for the full fiscal year. Certain information and footnote disclosures normally included in financial statements prepared in accordance with United States generally accepted accounting principles have been condensed or omitted. These financial statements should be read in conjunction with the Company's most recent audited financial statements included in its 2004 Form 10-K.

Note 2. Net income per Share

## Edgar Filing: ESPEY MFG & ELECTRONICS CORP - Form 10-Q

Basic net income per share excludes dilution and is computed by dividing net income available to common stockholders by the weighted average number of common shares outstanding for the period. Diluted net income per share reflects the potential dilution that could occur if securities or other contracts to issue common stock were exercised or converted into common stock or resulted in the issuance of common stock that then shared in the income of the Company.

### Note 3. Employee Stock Ownership Plan

In fiscal 1989 the Company established an Employee Stock Ownership Plan (ESOP) for eligible non-union employees. The ESOP used the proceeds of a loan from the Company to purchase 316,224 shares of the Company's common stock for approximately \$8.4 million and the Company contributed approximately \$400,000 to the ESOP, which was used by the ESOP to purchase an additional 15,000 shares of the Company's common stock. Effective June 30, 2004, the ESOP loan was paid in full and all shares in the ESOP are allocated to participant's accounts. Therefore, in fiscal 2005 no contributions to the ESOP have been made. As of March 31, 2005, there were 230,120 shares allocated to participants.

### Note 4. Stock Based Compensation

The Company has elected to account for its stock-based compensation plans under the intrinsic value-based method of accounting as permitted by SFAS No. 123 and as prescribed by Accounting Principles Board ("APB") Opinion No. 25, "Accounting for Stock Issued to Employees," and related interpretations including FASB Interpretation No. 44, "Accounting for Certain Transactions Involving Stock Compensation - An Interpretation of APB No. 25," in accounting for its fixed stock option plans. Under this method, compensation expense would be recorded on the date of grant only if the current market price of the underlying stock exceeded the exercise price.

The following table illustrates the effect on net income and net income per share if the Company had applied the fair value recognition provisions of SFAS No. 123, to stock-based employee compensation.

5

|  | Three Months Ended<br>March 31, |           | Nine Months Ended<br>March 31, |            |
|--|---------------------------------|-----------|--------------------------------|------------|
|  | 2005                            | 2004      | 2005                           | 2004       |
| Net income as reported   | \$ 111,987                      | \$ 54,008 | \$ 339,603                     | \$ 396,403 |
| Deduct: Total stock-based<br>employee compensation<br>expense determined under<br>fair value based method<br>for all awards, net of<br>related tax effects | (8,286)                         | (7,867)   | (26,660)                       | (26,321)   |
| Pro forma net income   | \$ 103,701                      | \$ 46,141 | \$ 312,943                     | \$ 370,082 |
| Net Income per share:  |                                 |           |                                |            |
| Basic-as reported  | \$ .11                          | \$ .05    | \$ .34                         | \$ .39     |

## Edgar Filing: ESPEY MFG & ELECTRONICS CORP - Form 10-Q

|                     |        |        |        |        |
|---------------------|--------|--------|--------|--------|
|                     | =====  | =====  | =====  | =====  |
| Basic-pro forma     | \$ .10 | \$ .05 | \$ .31 | \$ .36 |
|                     | =====  | =====  | =====  | =====  |
| Diluted-as reported | \$ .11 | \$ .05 | \$ .33 | \$ .39 |
|                     | =====  | =====  | =====  | =====  |
| Diluted-pro forma   | \$ .10 | \$ .05 | \$ .31 | \$ .36 |
|                     | =====  | =====  | =====  | =====  |

### Note 5. Commitments and Contingencies

The Company has entered into standby letters of credit agreements with financial institutions primarily relating to the guarantee of future performance on certain contracts. Contingent liabilities on outstanding standby letters of credit agreements aggregated \$39,300 at March 31, 2005. The Company does not expect to fund any of the amounts under the standby letters of credit. As a government contractor, the Company is continually subject to audit by various agencies of the U.S. Government to determine compliance with various procurement laws and regulations. As a result of such audits and as part of normal business operations of the Company, various claims and charges are asserted against the Company. It is not possible at this time to predict the outcome of all such actions. However, management is of the opinion that it has good defenses against such actions and believes that none of these matters will have a material effect on the consolidated financial position, results of operations or cash flows of the Company.

### Note 6. Recently Issued Accounting Standards

In November 2004, the FASB issued SFAS No. 151, "Accounting for Unexpected Production Defects and Waste." SFAS No. 151 requires that "abnormal freight, handling costs, and amounts of wasted materials (spoilage)" should be treated as current-period costs. Under this concept, if the costs associated with the actual level of spoilage or production defects are greater than the costs associated with the range of normal spoilage or defects, the difference should be charged to current-period expense. SFAS No. 151 is effective for annual periods beginning after June 15, 2005. In December 2004, the FASB issued SFAS No. 123R, "Share Based Payment." SFAS No. 123R requires companies to recognize in the income statement the grant-date fair value of stock options and other equity-based compensation issued to employees. SFAS No. 123R was originally effective for interim and annual periods beginning after December 15, 2005. The effective date has been delayed by the SEC until annual periods beginning after December 15, 2005. The adoption of SFAS No. 151 and SFAS No. 123R are not expected to have a material impact on the Company's results of operations and financial condition.

In December 2004, the FASB issued Staff Position FAS 109-1 regarding Income from Domestic Production Activities which was effective immediately. Staff Position FAS 109-1 clarifies SFAS No. 109's guidance that applies to the new deduction for qualified domestic production activities. The staff position clarifies that the deduction should be accounted for as a special deduction under SFAS No. 109. The adoption of Staff Position FAS 109-1 did not have a material impact on the Company's results of operations or financial condition.

In December 2004, the FASB issued SFAS No. 153, Exchanges of Nonmonetary Assets - Accounting Principles Board Opinion No. 29, Accounting for Nonmonetary Transactions. SFAS No. 153 requires that exchanges should be recorded and measured at the fair value of the assets exchanged, with certain exceptions. SFAS No. 153 is effective for nonmonetary exchanges occurring in fiscal periods beginning after June 15, 2005. The adoption of SFAS No. 153 is not expected to have a significant impact on the Company's results of operations or financial position.



Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations

Overview

Espey Mfg. & Electronics Corp. (the "Company") located in Saratoga Springs, New York, is engaged principally in the development, design, production and sale of specialized electronic power supplies, a wide variety of transformers and other types of iron-core components, and electronic system components. In some cases, the Company manufactures such products in accordance with pre-developed mechanical and electrical requirements ("build to print"). In other cases, the Company is responsible for both the overall design and manufacture of the product. The Company does not generally manufacture standardized components and does not have a product line. The products manufactured by the Company find application principally in (i) shipboard and land based radar, (ii) locomotives, (iii) aircraft, (iv) short and medium range communication systems, (v) navigation systems, and (vi) land based military vehicles.

Business is solicited from large industrial manufacturers and defense companies, the government of the United States and foreign governments and major foreign electronic equipment companies. In certain countries the Company has external sales representatives to help solicit and coordinate foreign contracts. The Company is also on the eligible list of contractors of the United States Department of Defense and generally is automatically solicited by such agencies for procurement needs falling within the major classes of products produced by the Company. In addition, the Company directly solicits bids from the United States Department of Defense for prime contracts.

There is competition in all classes of products manufactured by the Company from divisions of the largest electronic companies, as well as from many small companies. The Company's sales do not represent a significant share of the industry's market for any class of its products. The principal methods of competition for electronic products of both a military and industrial nature include, among other factors, price, product performance, the experience of the particular company and history of its dealings in such products. The Company, as well as other companies engaged in supplying equipment for military use, is subject to various risks, including, without limitation, dependence on United States and foreign government appropriations and program allocations, the competition for available military business, and government termination of orders for convenience.

Business Outlook

Management is optimistic about the future of the Company. In the first nine months of fiscal 2005, the Company received approximately \$12.7 million in new orders. These orders include both follow-on production quantities for mature products, and engineering development orders which will enable the Company to utilize its engineering expertise in developing new customer specific products. Some of these products, once developed, will be produced in the Company's manufacturing facility and are expected to provide large production order quantities over several years. These orders are in line with the Company's strategy of getting involved in long-term high quantity military and industrial products.

The Company has received another approximately \$20.0 million in new orders in the fourth quarter of fiscal 2005. These orders increased the Company's backlog to approximately \$33.1 million at May 16, 2005 from \$14.7 million on February 14, 2005, as reported in the Company's report on Form 10-Q for the period ended

## Edgar Filing: ESPEY MFG & ELECTRONICS CORP - Form 10-Q

December 31, 2004. Shipments of products with respect to these orders are expected over the next four years. Many additional potential orders are currently being discussed and negotiated with our customers. Some of these orders management expected to receive in the first half of fiscal 2005. The delay in placing these orders may be due to several factors including the war in Iraq. In addition to the backlog, the Company currently has outstanding quotations representing in excess of \$26.2 million in the aggregate for both repeat and new programs. The outstanding quotations encompass various new and previously manufactured power supplies, transformers, and subassemblies. However, there can be no assurance that the Company will acquire any or all of the anticipated orders described above, many of which are subject to allocations of the United States defense spending and factors affecting the defense industry and military procurement generally.

Management, along with the Board of Directors, continues to evaluate the need and use of the Company's working capital. Expectations are that the working capital will be required to fund the increase in orders over the next several quarters, dividend payments, and general operations of the business. Also, the Mergers and Acquisitions Committee of the Board of Directors continues to evaluate potential strategic alternatives on a periodic basis.

As stated in the Company's Form 10-K filed for the year ended June 30, 2004, the Company anticipated a decrease in sales for fiscal 2005. During fiscal 2004, while net sales increased, new orders received by the Company did not keep pace with backlog relieved. Thus, while the sales backlog of approximately \$15.4 million at June 30, 2004 gave the Company a solid base of future sales, the Company has experienced the reduction of sales during fiscal 2005 that it anticipated.

7

### Critical Accounting Policies and Estimates

We believe our most critical accounting policies include revenue recognition and estimates to completion.

#### Revenue recognition and estimation

A significant portion of our business is comprised of development and production contracts. Generally, revenues on long-term fixed-price contracts are recorded on a percentage of completion basis using units of delivery as the measurement basis for progress toward completion.

Percentage of completion accounting requires judgment relative to expected sales, estimating costs and making assumptions related to technical issues and delivery schedule. Contract costs include material, subcontract costs, labor and an allocation of overhead costs. The estimation of cost at completion of a contract is subject to numerous variables involving contract costs and estimates as to the length of time to complete the contract. Given the significance of the estimation processes and judgments described above, it is possible that materially different amounts of expected sales and contract costs could be recorded if different assumptions were used, based on changes in circumstances, in the estimation process. When a change in expected sales value or estimated cost is determined, changes are reflected in current period earnings.

#### Results of Operations

The Company's operating cycle is long-term and includes various types of products and varying delivery schedules. Accordingly, results of a particular period or period-to-period comparison of recorded revenues and income may not be

## Edgar Filing: ESPEY MFG & ELECTRONICS CORP - Form 10-Q

indicative of future operating results. The following comparative analysis should be viewed in this context.

Net sales for the three months ended March 31, 2005 were \$4,219,861 as compared to \$6,116,221 for the same period in 2004, representing a 31% decrease. Net sales for the nine months ended March 31, 2005 were \$13,846,929 as compared to \$17,083,213 for the same period in 2004, representing an 18.9% decrease. The Company's decrease in sales for the three month and nine month period ended March 31, 2005 is due primarily to lower backlog levels (see Business Outlook discussion). The backlog at March 31, 2005 was approximately \$14.2 million compared to approximately \$14.0 million at March 31, 2004 and approximately \$20.9 million at September 30, 2003. New orders for the three months ended March 31, 2005 were approximately \$4.4 million. New orders for the nine-month period ended March 31, 2005 were approximately \$12.7 million. Management continues to market the engineering and production capabilities of the Company. Currently, approximately \$26.2 million in quotations are outstanding to various customers of the Company.

The primary factor in determining gross profit and net income is product mix. In any given accounting period, the mix of product shipments between higher margin mature programs and less mature programs and loss contracts, has a significant impact on gross profit and net income. The table below presents the statement of income line items as a percentage of net sales for period-to-period comparison purposes.

|  | Three Months Ended March 31, |        | Nine Months Ended March 31, |        |
|--|------------------------------|--------|-----------------------------|--------|
|  | 2005                         | 2004   | 2005                        | 2004   |
|  | -----                        | -----  | -----                       | -----  |
| Net sales                                    | 100.0%                       | 100.0% | 100.0%                      | 100.0% |
| Cost of sales                                | 84.6%                        | 88.3%  | 85.0%                       | 86.3%  |
|  | -----                        | -----  | -----                       | -----  |
| Gross profit                                 | 15.4%                        | 11.7%  | 15.0%                       | 13.7%  |
| Selling, general and administrative expenses | 13.4%                        | 11.0%  | 12.6%                       | 11.2%  |
|  | -----                        | -----  | -----                       | -----  |
| Operating income                             | 2.0%                         | 0.8%   | 2.4%                        | 2.6%   |
| Other income                                 |                              |        |                             |        |
| Interest and dividend income                 | 1.6%                         | 0.4%   | 1.0%                        | 0.4%   |
| Other  | 0.2%                         | 0.0%   | 0.1%                        | 0.1%   |
|  | -----                        | -----  | -----                       | -----  |
|  | 1.8%                         | 0.4%   | 1.1%                        | 0.6%   |
| Income before income taxes                   | 3.8%                         | 1.2%   | 3.5%                        | 3.1%   |
| Provision for income taxes                   | 1.1%                         | 0.3%   | 1.0%                        | 0.8%   |
|  | -----                        | -----  | -----                       | -----  |
| Net income                                   | 2.7%                         | 0.9%   | 2.5%                        | 2.3%   |
|  | =====                        | =====  | =====                       | =====  |

For the three months ended March 31, 2005, gross profit as a percentage of net sales was 3.7% higher as compared to the three months ended March 31, 2004. The improved gross profit percentage relates to favorable product mix, and lower

## Edgar Filing: ESPEY MFG & ELECTRONICS CORP - Form 10-Q

ESOP contribution expense offset partially by decreased sales. ESOP contribution expense was zero for the three-month period ended March 31, 2005, and \$134,413 for the three-month period ended March 31, 2004 (see Note 3 to the financial statements). Net income expressed in dollars for the same period improved due to a decrease in selling, general and administrative expenses and an increase in other income, offset partially by a decrease in gross profit caused by the decrease in sales. For the nine months ended March 31, 2005 gross profit as a percentage of net sales increased by 1.3% as compared to the nine months ended March 31, 2004. The ESOP contribution expense was zero for the nine-month period ended March 31, 2005, and \$403,238 for the nine-month period ended March 31, 2004. This decrease in expense had a positive impact on gross profit, which was offset by lower sales. Net income was slightly lower for the same period due to lower sales, partially offset by lower selling, general and administrative expenses and higher interest income due to higher yielding investments.

As reported in the prior quarter's Form 10-Q, the Company has encountered performance problems with one customer due to technical problems associated with a product. Several shipments of hardware have been made to this customer. The customer and the Company are working together to resolve the technical problems and to date the customer has not asserted any liability claims against the Company. Currently Management believes that it has a solution to the technical problems and is working with the customer to create technical specifications that will help the customer meet all the required specifications placed on their system. The cost of this solution is being shared by the Company and the customer. Management has added the expected additional funding and additional costs to contract estimates to cover the anticipated work necessary to resolve the technical issues.

Selling, general and administrative expenses were \$565,145 for the three months ended March 31, 2005, a decrease of \$106,430 compared to the three months ended March 31, 2004. The decrease is primarily due to a decrease in professional fees offset partially by increased selling salaries. Selling, general and administrative expenses were \$1,746,362 for the nine months ended March 31, 2005, a decrease of \$159,610 compared to the nine months ended March 31, 2004. The decrease is primarily due to a decrease in professional fees, administrative salaries and ESOP contribution expense. Employment at March 31, 2005 was 171 people compared to 190 people at March 31, 2004.

Other income for the three months ended March 31, 2005 was \$74,236 as compared to \$27,295 for the three months ended March 31, 2004. Other income for the nine months ended March 31, 2005 increased to \$159,090 as compared to \$95,338 for the nine months ended March 31, 2004. The increase for both periods is due to higher returns on short-term investments and cash equivalents. The Company does not believe there is significant risk associated with its investment policy, since at March 31, 2005 all of the investments are primarily represented by short-term liquid investments including certificates of deposit and money market funds.

The Company estimates its income taxes using an estimated effective tax rate for the annual period. The effective income tax rate at March 31, 2005 and 2004 was 30% and 26%, respectively. The effective tax rate fluctuates between periods and is less than the statutory tax rate mainly due to the foreign exportation benefit the Company receives on its foreign sales.

### Liquidity and Capital Resources

As of March 31, 2005, the Company had working capital of \$24.8 million compared to \$24.6 million at March 31, 2004. The Company meets its short-term financing needs through cash flow from operations and when necessary, from its existing cash and cash equivalents.

The table below presents the summary of cash flow for the periods indicated:

## Edgar Filing: ESPEY MFG & ELECTRONICS CORP - Form 10-Q

|   | Nine Months Ended March 31, |              |
|---|-----------------------------|--------------|
|   | 2005                        | 2004         |
|   | -----                       | -----        |
| Net cash provided by operating activities | \$ 516,028                  | \$ 1,958,923 |
| Net cash used by investing activities     | (2,012,305)                 | (1,267,860)  |
| Net cash used in financing activities     | (654,908)                   | (1,044,999)  |

Net cash provided by operating activities fluctuates between periods primarily as a result of differences in net income, the timing of the collection of accounts receivable, purchase of inventory, level of sales and payment of accounts payable. The change in net cash used by investing activities is due to the purchase of short-term certificates of deposit. The decrease in net cash used in financing activities is due mainly to decreased dividends. The first quarter of fiscal year ended June 30, 2004 included the payment of a special dividend in the amount of \$506,357 or \$.50 per share.

9

The Company currently believes that the cash flow generated from operations and when necessary, from cash and cash equivalents, will be sufficient to meet its long-term funding requirements. Management, if necessary, has at its disposal a \$3,000,000 line of credit to help fund further growth. For the first nine months of fiscal 2005 capital expenditures were \$380,305.

Stock options exercised under the Company's existing stock option plan for the three-month period ended March 31, 2005 and the nine-month period ended March 31, 2005 were 0 and 800, respectively. During the three month period ended March 31, 2005, 4,710 shares of common stock were repurchased by the Company at a cost of \$125,051. For the nine-month period ended March 31, 2005, a total of 8,724 shares of common stock were repurchased by the company at a cost of \$215,366. As of March 31, 2005, under existing Board authorizations, approximately \$327,200 could be utilized to repurchase the Company's common stock.

### CAUTIONARY STATEMENT FOR PURPOSES OF THE "SAFE HARBOR" PROVISIONS OF THE PRIVATE SECURITIES LITIGATION REFORM ACT OF 1995

This report contains "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. The terms "believe," "anticipate," "intend," "goal," "expect," and similar expressions may identify forward-looking statements. These forward-looking statements represent the Company's current expectations or beliefs concerning future events. The matters covered by these statements are subject to certain risks and uncertainties that could cause actual results to differ materially from those set forth in the forward-looking statements, including the Company's dependence on timely development, introduction and customer acceptance of new products, the impact of competition and price erosion, supply and manufacturing constraints, potential new orders from customers and other risks and uncertainties. The foregoing list should not be construed as exhaustive, and the Company disclaims any obligation subsequently to revise any forward-looking statements to reflect events or circumstances after the date of such statements or to reflect the occurrence of anticipated or unanticipated events. The Company wishes to caution readers not to place undue reliance on any such forward-looking statements, which speak only as of the date made.

### Item 3. Quantitative and Qualitative Disclosures About Market Risk

The Company is a small business as defined under Security and Exchange Commission rule 12b-2 and therefore files Form 10-Q utilizing the exemption

## Edgar Filing: ESPEY MFG & ELECTRONICS CORP - Form 10-Q

available to small business issuers for Item 305 of Regulation S-K, quantitative and qualitative disclosures about market risk, and therefore does not provide the information for this item.

### Item 4. Controls and Procedures

(a) The Company's management, with the participation of the Company's chief executive officer and chief financial officer, carried out an evaluation of the effectiveness of our disclosure controls and procedures (as defined in Rule 13a-15(e) and 15d-15(e) under the Securities Exchange Act of 1934) as of the end of the period covered by this Quarterly Report on Form 10-Q. Based on such evaluation, our chief executive officer and chief financial officer have concluded that our disclosure controls and procedures were effective as of the end of the period covered by this report.

(b) There have been no changes in our internal controls over financial reporting during the period covered by this report that have materially affected, or are reasonably likely to materially affect, our internal controls over financial reporting.

10

## PART II: Other Information and Signatures

### Item 1. Legal Proceedings

None

### Item 2. Unregistered Sales of Equity Securities and Use of Proceeds

(a) Securities Sold - For the nine-month period ended March 31, 2005, 800 stock options were exercised under the Company's existing stock option plan. The securities were sold for cash and were made without registration under the Securities Act in reliance upon the exemption from registration afforded under Section 4(2) of the Securities Act of 1933. Proceeds were used for general working capital purposes.

(c) Securities Repurchased

#### Purchases of Equity Securities

| Period                       | Total<br>Number<br>of Shares<br>Purchased | Average<br>Price<br>Paid<br>per Share | Total Number<br>of Shares<br>Purchased<br>as Part of<br>Publicly<br>Announced<br>Plan or<br>Program | Maximum Number<br>(or Approximate<br>Dollar Value)<br>of Shares<br>that May Yet<br>Be Purchased<br>Under the Plan<br>or Program (1) |
|------------------------------|---|---------------------------------------|---|---|
| March 1 to<br>March 31, 2005 | 4,710                                     | \$26.55                               | 4,710   | \$327,200   |
| Total                        | 4,710                                     |                                       | 4,710   |   |

Edgar Filing: ESPEY MFG & ELECTRONICS CORP - Form 10-Q

=====

(1) The Board of Directors has authorized the Company to repurchase up to \$327,200 of its common stock pursuant to an ongoing plan.

Item 3. Defaults on Senior Securities

None

Item 4. Submission of Matters to a Vote of Security Holders

None

Item 5. Other Information

None

Item 6. Exhibits

31.1 Certification of the Chief Executive Officer pursuant to Rules 13a-14(a) and 15d-14(a) under the Securities Exchange Act of 1934, as adopted pursuant to Section 302 of the Sarbanes-Oxley Act of 2002

31.2 Certification of the Principal Financial Officer pursuant to Rules 13a-14(a) and 15d-14(a) under the Securities Exchange Act of 1934, as adopted pursuant to Section 302 of the Sarbanes-Oxley Act of 2002

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

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

11

S I G N A T U R E S

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 thereunto duly authorized.

ESPEY MFG. & ELECTRONICS CORP.

/s/ Howard Pinsley

-----  
Howard Pinsley, President and  
Chief Executive Officer

/s/ David O'Neil

-----  
David O'Neil, Treasurer and  
Principal Financial Officer

May 16, 2005

-----  
Date