## UNITED STATES

## SECURITIES AND EXCHANGE COMMISSION <br> Washington, D.C. 20549

FORM 8-K

## CURRENT REPORT

# Pursuant to Section 13 OR 15(d) of The Securities Exchange Act of 1934 

## Date of Report (Date of earliest event reported) July 28, 2011

TRIMAS CORPORATION
(Exact name of registrant as specified in its charter)

| Delaware | 001-10716 |  | 38-2687639 |
| :---: | :---: | :---: | :---: |
| (State or other jurisdiction | (Commission |  | (IRS Employer |
| of incorporation) | File Number) |  | Identification No.) |
| 39400 Woodward Avenue, Suite 130, Bloomfield Hills, Michigan <br> (Address of principal executive offices) |  | $\begin{gathered} 48304 \\ \text { (Zip Code) } \end{gathered}$ |  |

Registrant's telephone number, including area code (248) 631-5400

Not Applicable
Former name or former address, if changed since last report.)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions (see General Instruction A.2. below):
o Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
o Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
o Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
o Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

## Item 2.02 Results of Operations and Financial Condition

 presentation are attached hereto as exhibits and are incorporated herein by reference. The press release and teleconference visual presentation are also available on the Corporation's website at www.trimascorp.com.
 liabilities under that Section and shall not be deemed to be incorporated by reference into any filing of the Corporation under the Securities Act of 1933 or the Exchange Act.

## Item 9.01 Financial Statements and Exhibits.

(d) Exhibits. The following exhibits are furnished herewith:

## Exhibit No.

Description
99.1

Press Release
99.2

The Corporation's visual presentation titled "Second Quarter 2011 Earnings Presentation"

## SIGNATURES

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

TRIMAS CORPORATION

Date: $\qquad$ /s/ David M. Wathen
By:
David M. Wathen
Title:

## CONTACT:

Sherry Lauderback
VP, Investor Relations \& Communications
(248) 631-5506
sherrylauderback@trimascorp.com

## TRIMAS CORPORATION REPORTS SECOND QUARTER RESULTS <br> Company Raises Outlook for 2011

## Company Reports Record Sales and Diluted EPS from Continuing Operation



 compared to second quarter 2010 income from continuing operations of $\$ 15.2$ million, or $\$ 0.44$ per share.

## TriMas Highlights

- Reported record quarterly net sales of $\$ 299.7$ million, an increase of $18.9 \%$, with sales growth in all six segments compared to second quarter 2010.
- Improved both income and diluted earnings per share from continuing operations by over $25 \%$, excluding the impact of Special Items, compared to second quarter 2010 .
- Raised the full-year 2011 diluted earnings per share (EPS) from continuing operations guidance range from $\$ 1.45$ to $\$ 1.60$ per share to $\$ 1.60$ to $\$ 1.70$ per share, excluding Special Items.
- Completed the refinance of its U.S. credit facilities, entering into a new credit agreement, primarily to reduce interest costs, extend maturities and improve financial and operating flexibility
 will become part of Rieke, within the Packaging segment.

 $\$ 300$ million, we are confident in the strategies in place in our businesses and our ability to deliver rapid responses to customers' needs."


 record quarterly earnings per share of $\$ 0.56$ (excluding Special Items), an increase of approximately $27 \%$, as compared to second quarter 2010."

 and generate strong cash flow," Wathen concluded.


## Second Quarter Financial Results - From Continuing Operations



 of currency exchange.


 increases.
 Excluding the after-tax impact of the Special Item related to the Company's refinance activities, second quarter 2011 income from continuing operations would have been $\$ 19.6$ million, or $\$ 0.56$ per diluted share.
 working capital and capital expenditures in support of the Company's growth initiatives. The Company expects to generate $\$ 50$ to $\$ 60$ million in Free Cash Flow for 2011.

## Financial Position


 under its revolving credit and accounts receivable facilities.

## Business Segment Results - From Continuing Operations

Packaging - (Consists of Rieke Corporation including its foreign subsidiaries of Englass, Rieke Germany, Rieke Italia and Rieke China)


 acquisition announced today.

Energy - (Consists of Lamons)



 Bolt \& Fitting.


 for aerospace applications, as well as expanding its offerings to military and defense customers.

Engineered Components - (Consists of Arrow Engine, Hi-Vol Products, KEO Cutters, Norris Cylinder and Richards Micro-Tool)


 and cost reduction efforts, partially offset by higher selling, general and administrative expenses supporting the increased sales levels. The Company continues to develop new products and expand its international sales efforts.

Cequent Asia Pacific - (Consists of Cequent Australia/Asia Pacific)


 continues to reduce fixed costs and leverage Cequent's strong brand positions to capitalize on growth opportunities in expanding markets.

Cequent North America - (Consists of Cequent Performance Products and Cequent Consumer Products)


 investment in working capital and leverage Cequent's strong brand positions and new products for increased market share.

## 2011 Outlook


 addition, the Company expects 2011 Free Cash Flow, defined as Cash Flow from Operating Activities less Capital Expenditures, to be between $\$ 50$ million and $\$ 60$ million.

 presentation. A replay of the conference call will be available on the TriMas website or by dialing (888) 211-2648 (Access Code \#1542923) beginning July 28 at 2:00 p.m. EDT through August 4 at 11:59 p.m. EDT.

## Cautionary Notice Regarding Forward-looking Statements





 are based on information currently available, and the Company assumes no obligation to update any forward-looking statements.

## About TriMas


 www.trimascorp.com.

## TriMas Corporation

Condensed Consolidated Balance Sheet (Unaudited - dollars in thousands)


TriMas Corporation
Consolidated Statement of Operations
(Unaudited - dollars in thousands, except for share amounts)

|  | Three months ended June 30, |  |  |  | Six months ended June 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2011 |  | 2010 |  | 2011 |  | 2010 |  |
| Net sales | \$ | 299,720 | \$ | 252,060 | \$ | 569,390 | \$ | 472,120 |
| Cost of sales |  | $(208,350)$ |  | $(173,750)$ |  | $(403,340)$ |  | $(330,750)$ |
| Gross profit |  | 91,370 |  | 78,310 |  | 166,050 |  | 141,370 |
| Selling, general and administrative expenses |  | $(48,830)$ |  | $(41,370)$ |  | $(93,540)$ |  | $(79,070)$ |
| Gain (loss) on dispositions of property and equipment |  | (40) |  | (420) |  | 20 |  | (730) |
| Operating profit |  | 42,500 |  | 36,520 |  | 72,530 |  | 61,570 |
| Other income (expense), net: |  |  |  |  |  |  |  |  |
| Interest expense |  | $(11,620)$ |  | $(13,090)$ |  | $(23,640)$ |  | $(27,230)$ |
| Debt extinguishment costs |  | $(3,970)$ |  | - |  | $(3,970)$ |  | - |
| Gain on bargain purchase |  | - |  | 410 |  | - |  | 410 |
| Other, net |  | (550) |  | (540) |  | $(1,710)$ |  | $(1,050)$ |
| Other income (expense), net |  | $(16,140)$ |  | $(13,220)$ |  | $(29,320)$ |  | $(27,870)$ |
| Income from continuing operations before income tax expense |  | 26,360 |  | 23,300 |  | 43,210 |  | 33,700 |
| Income tax expense |  | $(9,270)$ |  | $(8,080)$ |  | $(14,370)$ |  | $(12,730)$ |
| Income from continuing operations |  | 17,090 |  | 15,220 |  | 28,840 |  | 20,970 |
| Income from discontinued operations, net of income taxes |  | - |  | 6,210 |  | - |  | 5,890 |
| Net income | \$ | 17,090 | \$ | 21,430 | \$ | 28,840 | \$ | 26,860 |
| Earnings per share - basic: |  |  |  |  |  |  |  |  |
| Continuing operations | \$ | 0.50 | \$ | 0.45 | \$ | 0.85 | \$ | 0.62 |
| Discontinued operations, net of income taxes |  | - |  | 0.18 |  | - |  | 0.17 |
| Net income per share | \$ | 0.50 | \$ | 0.63 | \$ | 0.85 | \$ | 0.79 |
| Weighted average common shares - basic |  | 34,215,734 |  | 33,794,647 |  | 34,064,787 |  | 33,681,516 |
| Earnings per share - diluted: |  |  |  |  |  |  |  |  |
| Continuing operations | \$ | 0.49 | \$ | 0.44 | \$ | 0.83 | \$ | 0.61 |
| Discontinued operations, net of income taxes |  | - |  | 0.18 |  | - |  | 0.17 |
| Net income per share | \$ | 0.49 | \$ | 0.62 | \$ | 0.83 | \$ | 0.78 |
| Weighted average common shares - diluted |  | 34,769,576 |  | 34,437,418 |  | 34,667,459 |  | 34,318,002 |

## TriMas Corporation

Consolidated Statement of Cash Flow
(Unaudited - dollars in thousands)

|  | Six months ended June 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2011 |  | 2010 |  |
| Cash Flows from Operating Activities: |  |  |  |  |
| Net income | \$ | 28,840 | \$ | 26,860 |
| Adjustments to reconcile net income to net cash provided by (used for) operating activities, net of acquisition impact: |  |  |  |  |
| Gain on dispositions of property and equipment |  | (20) |  | $(9,310)$ |
| Gain on bargain purchase |  | - |  | (410) |
| Depreciation |  | 12,620 |  | 11,960 |
| Amortization of intangible assets |  | 7,040 |  | 7,090 |
| Amortization of debt issue costs |  | 1,510 |  | 1,450 |
| Deferred income taxes |  | 7,130 |  | 9,610 |
| Debt extinguishment costs |  | 3,970 |  | - |
| Non-cash compensation expense |  | 1,660 |  | 760 |
| Increase in receivables |  | $(52,050)$ |  | $(43,130)$ |
| (Increase) decrease in inventories |  | $(13,190)$ |  | 5,150 |
| (Increase) decrease in prepaid expenses and other assets |  | $(3,900)$ |  | 1,820 |
| Increase (decrease) in accounts payable and accrued liabilities |  | (160) |  | 20,160 |
| Other, net |  | 1,890 |  | (590) |
| Net cash provided by (used for) operating activities, net of acquisition impact |  | $(4,660)$ |  | 31,420 |
| Cash Flows from Investing Activities: |  |  |  |  |
| Capital expenditures |  | $(14,020)$ |  | $(5,250)$ |
| Acquisition of businesses, net of cash acquired |  | - |  | $(11,660)$ |
| Net proceeds from disposition of assets |  | 1,660 |  | 14,740 |
| Net cash used for investing activities |  | $(12,360)$ |  | $(2,170)$ |
| Cash Flows from Financing Activities: |  |  |  |  |
| Proceeds from borrowings on term loan facilities |  | 226,520 |  | - |
| Repayments of borrowings on term loan facilities |  | $(248,950)$ |  | $(8,430)$ |
| Proceeds from borrowings on revolving credit facilities and accounts receivable facility |  | 303,520 |  | 264,930 |
| Repayments of borrowings on revolving credit facilities and accounts receivable facility |  | $(297,600)$ |  | $(270,930)$ |
| Debt financing fees |  | $(6,570)$ |  | - |
| Shares surrendered upon vesting of options and restricted stock awards to cover tax obligations |  | (830) |  | (180) |
| Proceeds from exercise of stock options |  | 830 |  | 80 |
| Excess tax benefits from stock based compensation |  | 3,800 |  | 390 |
| Net cash used for financing activities |  | $(19,280)$ |  | $(14,140)$ |
| Cash and Cash Equivalents: |  |  |  |  |
| Increase (decrease) for the period |  | $(36,300)$ |  | 15,110 |
| At beginning of period |  | 46,370 |  | 9,480 |
| At end of period | \$ | 10,070 | \$ | 24,590 |
|  |  |  |  |  |
| Supplemental disclosure of cash flow information: |  |  |  |  |
| Cash paid for interest | \$ | 22,710 | \$ | 22,000 |
| Cash paid for taxes | \$ | 9,140 | \$ | 3,270 |

TriMas Corporation
Company and Business Segment Financial Information Continuing Operations (Unaudited - dollars in thousands)

Three months ended
Six months ended June 30, June 30,


## Appendix I

TriMas Corporation

## Additional Information Regarding Special Items Impacting

Reported GAAP Financial Measures
(Unaudited)


|  | Six months ended June 30, 2011 |  |  |  | Six months ended <br> June 30, 2010 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (dollars in thousands, except per share amounts) | Income |  | EPS |  | Income |  | EPS |  |
| Income and EPS from continuing operations, as reported | \$ | 28,840 | \$ | 0.83 | \$ | 20,970 | \$ | 0.61 |
| After-tax impact of Special Items to consider in evaluating quality of |  |  |  |  |  |  |  |  |
| income and EPS from continuing operations: |  |  |  |  |  |  |  |  |
| Debt extinguishment costs |  | 2,460 |  | 0.07 |  | - |  | - |
| Excluding Special Items, income and EPS from continuing operations would have been | \$ | 31,300 | \$ | 0.90 | \$ | 20,970 | \$ | 0.61 |
| Weighted-average shares outstanding at June 30, 2011 and 2010 |  |  |  | 34,667,459 |  |  |  | 34,318,002 |



## Safe Harbor Statement

Any "forward-looking" statements contained herein, including those relating to market conditions or the Company's financial condition and results, expense reductions, liquidity expectations, business goals and sales growth, involve risks and uncertainties, including, but not limited to, risks and uncertainties with respect to general economic and currency conditions, various conditions specific to the Company's business and industry, the Company's substantial leverage, liabilities imposed by the Company's debt instruments, market demand, competitive factors, the Company's ability to maintain compliance with the listing requirements of NASDAQ, supply constraints, material and energy costs, technology factors, litigation, government and regulatory actions, the Company's accounting policies, future trends, and other risks which are detailed in the Company's Annual Report on Form 10-K for the fiscal year ended December 31, 2010, and in the Company's Quarterly Reports on Form $10-\mathrm{Q}$. These risks and uncertainties may cause actual results to differ materially from those indicated by the forward-looking statements. All forward-looking statements made herein are based on information currently available, and the Company assumes no obligation to update any forward-looking statements.

## Agenda

- Opening Remarks
- Financial Highlights
- Segment Highlights
- Outlook and Summary
- Questions and Answers
- Appendix


## Opening Remarks - Second Quarter Results

- Record quarterly sales of almost \$300 million - Up $19 \%$ vs. Q2 2010
- Continuing to gain market share in several businesses via rapid responses to customer needs
- Investments in new products and markets showing results
- 2010 bolt-on acquisitions exceeding growth expectations
- Income and record EPS of \$0.56 (excl. Special Items) increased over 25\% compared to Q2 2010
- Successful refinance will drive recurring interest savings
- Continued focus on productivity and lean initiatives
- Increased investments in our business

Delivering on our commitments, while investing in future growth.

## Innovative Molding Acquisition

- Manufacturer of plastic closures for bottles and jars located in California and Arkansas
- Produces 360 million caps per year ranging in size from 28 mm to 120 mm
- Holds numerous patents on closures, container finishes, molds and tooling
- Customer base provides Rieke greater access to the food and nutrition industries
- Generated approximately $\$ 28$ million in revenue for 12 months ended May 31, 2011

Financial Highlights

Second Quarter Summary
(\$ in millions, except per share amounts)

| (from continuing operations) | Q2 2011 |  | Q2 2010 |  | \% Chg |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Revenue | \$ | 299.7 | \$ | 252.1 | 18.9\% |
| Gross Profit | \$ | 91.4 | \$ | 78.3 | 16.7\% |
| Gross Profit Margin |  | 30.5\% |  | 31.1\% | -60 bps |
| Operating Profit | \$ | 42.5 | \$ | 36.5 | 16.4\% |
| Operating Profit Margin |  | 14.2\% |  | 14.5\% | -30 bps |
| Income | \$ | 17.1 | \$ | 15.2 | 12.3\% |
| Excl. Special Items ${ }^{(1)}$, Income would have been: | \$ | 19.6 | \$ | 15.2 | 28.4\% |
| Diluted earnings per share | \$ | 0.49 | \$ | 0.44 | 11.4\% |
| Excl. Special Items ${ }^{(1)}$, diluted EPS would have been: | \$ | 0.56 | \$ | 0.44 | 27.3\% |
| Free Cash Flow ${ }^{(2)}$ | \$ | 15.1 | \$ | 32.9 | -53.9\% |
| Debt and A/R Securitization | \$ | 478.4 | \$ | 500.2 | -4.4\% |

- Sales increased $18.9 \%$ vs. Q2 2010
- Growth in all segments
- Continued to gain additional market share in several businesses, while investments in new products and markets showing results
- Productivity efforts continue to fund growth initiatives and offset commodity inflation
- Sales mix had negative impact on margin levels
- Income and EPS increased more than 25\% (excluding Special Items) compared to Q2 2010 due to increased sales volume and reductions in interest expense
- Continued focus on cash flow and debt reduction


## Working Capital

Operating Working Capital as a \% of LTM Sales


## Comments:

- Significant growth and global expansion adds complexity to the supply chain - Focus on continuous improvement
- Made decision to increase fill rates and meet customer needs (more inventory) in some businesses
- Long-term target remains approximately $13 \%$ of sales at year end - more efficiencies yet to come

Significant sales growth and geographic expansion adds complexity process improvements ongoing.

## Capitalization

| (Unaudited, \$ in thousands) | June 30, 2011 |  | $\begin{gathered} \text { December 31, } \\ 2010 \\ \hline \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: |
| Cash and Cash Equivalents................ | \$ | 10,070 | \$ | 46,370 |
| Term loan.. |  | 225,000 |  | 248,950 |
| Revolving credit facilities. |  | 5,920 |  | - |
| Non-U.S. bank debt and other.. |  | 1,830 |  | 290 |
|  |  | 232,750 |  | 249,240 |
| $93 / 4 \%$ senior secured notes, due December 2017..... |  | 245,650 |  | 245,410 |
| A/R Facility Borrowings....................................... | \$ | $\checkmark$ | \$ | - |
| Total Debt................................................. | \$ | 478,400 | \$ | 494,650 |
| Key Ratios: |  |  |  |  |
| Bank LTM EBITDA......................................... | \$ | 169,850 | \$ | 161,830 |
| Interest Coverage Ratio.. |  | 3.66 x |  | 3.10 x |
| Leverage Ratio............................................... |  | 2.82 x |  | 3.06 x |
| Bank Covenants: |  |  |  |  |
| Mnimum Interest Coverage Ratio............................ |  | $2.50 \times$ |  | $2.00 \times$ |
| Maximum Leverage Ratio..................................... |  | $4.00 \times$ |  | $5.00 \times$ |

## Refinance Highlights:

- Term Loan Facility
$\checkmark$ Extended maturity 17 months until June 2017
$\checkmark$ Reduced interest margin 100 bps and LIBOR floor 75 bps
$\checkmark$ Achieved improved operating and financial flexibility
- Revolving Credit Facility
$\checkmark$ Increased revolving commitments to $\$ 110$ million
$\checkmark$ Extended maturity from December 2013 to June 2016
$\checkmark$ Reduced interest margin 75 bps

As of June 30, 2011, TriMas had \$161.8 million of cash and available liquidity under its revolving credit and accounts receivables facilities.

Segment Highlights

## Packaging

(\$ in millions)


## Results:

- Q2 2011 sales increased due to increased industrial closure sales and favorable currency exchange, partially offset by lower specialty dispensing sales
- Gross profit margin increased 250 basis points as a result of capital, productivity and lean initiatives
- Operating profit margin increased 190 basis points as gross profit improvements more than offset increases in SG\&A in support of growth initiatives
- Today announced the acquisition of Innovative Molding



## Key Initiatives:

- Target specialty dispensing products in higher growth end markets
- Pharmaceutical, medical \& nutrition
- Food and beverage
- Personal care
- Increase geographic coverage efforts in Europe and Asia
- Integrate Innovative Molding and consider other complementary bolt-on acquisitions
- Increase low-cost country sourcing and manufacturing
- Ensure new products continue to have barriers to entry

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## Energy


(\$ in millions)


## Results:

- Q2 2011 sales increased as a result of the acquisition of South Texas Bolt \& Fitting (STB\&F) in Q4 2010 and incremental sales from newer branch facilities, as well as improved customer demand
- The results generated by the acquisition of STB\&F are exceeding expectations
- Operating profit increased due to higher sales volumes, partially offset by a less favorable sales mix and higher SG\&A in support of growth initiatives
- Margins declined as sales from newer branches have lower margins due to initial aggressive pricing and additional branch launch costs



## Key Initiatives:

- Faster expansion of business with major customers globally
- Capitalize on synergies related to acquisition of STB\&F
- Increase sales of specialty gaskets and bolts
- Capture larger share of new markets such as OEM, Engineered \& Construction, Power Generation and Pulp/Paper
- Continue to reduce costs and improve working capital turnover


## Aerospace \& Defense


( $\$$ in millions)


## Results:

- Q2 2011 sales increased due to improved demand from aerospace distribution customers - higher sales of blind bolts and temporary fasteners
- Operating profit increased 70 basis points due to the sales increase and more favorable product sales mix, partially offset by higher SG\&A expenses
- Expectations for continued ramp-up of large frame, composite aircraft


## Key Initiatives:

- Expand aerospace fastener product lines to increase content and applications per aircraft
- Drive ongoing lean initiatives to lower working capital and reduce costs
- Leverage and further develop existing defense customer relationships
- Consider complementary bolt-on acquisitions


## Engineered Components


(\$ in millions)


Operating Profit


## Results:

- Q2 2011 sales increased due to improved demand for industrial cylinders, engines and other well-site content, compressors, specialty fittings and precision cutting tools
- Continued positive impact of Q2 2010 cylinder asset acquisition and new product offerings/applications enhanced growth
- Operating profit increased due to higher sales volumes, increased absorption of fixed costs and productivity efforts, partially offset by higher SG\&A supporting the increased sales levels
- Q2 2011 operating profit margin improved approximately 80 basis points compared to Q2 2010


## Key Initiatives:

- Expand complementary product lines at well-site and grow natural gas compression products
- Capitalize on shale and natural gas opportunities
- Develop additional capabilities of cylinder business to capture new markets
- Continue to reduce costs and improve working capital turnover
- Continue to expand product offering and geographies
- Expand specialty products for existing component and tooling markets

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## Results:

- Q2 sales in North America improved due to increased sales within the retail, original equipment and aftermarket channels - increased market share
- North American operating profit increased with a margin improvement of 60 basis points
- Asia Pacific sales increased compared to Q2 2010, due to favorable currency exchange and new business in Thailand, partially offset by lower sales levels in Australia
- Asia Pacific operating profit and related margin declined due to start-up costs incurred during Q2 2011 for a customer new program award where part production hasn't begun, and the decline in Australian sales volume and related lower absorption


## Key Initiatives:

- Continue to reduce fixed costs and simplify the business
- Improve processes for better customer service and support
- Leverage strong brands for additional market share and cross-selling
- Expand sales to newer geographies
- Continue to reduce working capital requirements


## First Half 2011 Summary

- Strong organic growth through market share gains, product expansion and new and existing market growth
- 2010 acquisitions ahead of schedule with enhanced synergies and growth
- Focus on improved operating leverage and capital structure
- Successfully refinanced debt - Strong capital position through 2016
- Working capital - Continuous opportunity to increase efficiency
- Ongoing productivity initiatives fund investments in long-term growth

Outlook and Summary

## 2011 Outlook

|  | As of $2 / 28 / 11$ | $\underline{\text { As of } 4 / 28 / 11}$ | $\underline{\text { As of } 7 / 28 / 11}$ |
| :--- | :---: | :---: | :---: |
| Sales Growth | $6 \%$ to $9 \%$ | $8 \%$ to $11 \%$ | $13 \%$ to $16 \%$ |
| Earnings Per <br> Share, diluted | $\$ 1.40$ to $\$ 1.50$ | $\$ 1.45$ to $\$ 1.60$ | $\$ 1.60$ to $\$ 1.70$ |
| Free Cash <br> Flow${ }^{(1)}$ | $\$ 50$ to $\$ 60$ million | $\$ 50$ to $\$ 60$ million | $\$ 50$ to $\$ 60$ million |

${ }^{(1)} 2011$ Free Cash Flow is defined as Cash Flow from Operating Activities less Capital Expenditures.

Continuing to outperform our expectations.

## Strategic Aspirations

- High single-digit top-line growth
- Earnings growth faster than revenue growth
- $3 \%$ to $5 \%$ of total gross cost productivity gains annually - utilize savings to fund growth
- Invest in growth programs that deliver new products, new markets and expanded geographies
- Increase revenues in fastest growing markets
- Ongoing improvement in capital turns and all cycle times

- Continued decrease in leverage ratio


## Strategic aspirations are our foundation for 2012.

Questions \＆Answers

Appendix

## YTD Summary

(\$ in millions, except per share amounts)

| (from continuing operations) | Q2 YTD 2011 |  | Q2 YTD 2010 |  | \%Chg |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Revenue | \$ | 569.4 | \$ | 472.1 | 20.6\% |
| Gross Profit | \$ | 166.1 | \$ | 141.4 | 17.5\% |
| Gross Profit Margin |  | 29.2\% |  | 29.9\% | -70 bps |
| Operating Profit | \$ | 72.5 | \$ | 61.6 | 17.8\% |
| Operating Profit Margin |  | 12.7\% |  | 13.0\% | -30 bps |
| Income | \$ | 28.8 | \$ | 21.0 | 37.5\% |
| Excl. Special liems ${ }^{(1)}$, Income would have been: | \$ | 31.3 | \$ | 21.0 | 49.3\% |
| Diluted earnings per share | \$ | 0.83 | \$ | 0.61 | 36.1\% |
| Excl. Special Items ${ }^{\text {(1) }}$, diluted EPS would have been: | \$ | 0.90 | \$ | 0.61 | 47.5\% |
| Free Cash Flow ${ }^{(2)}$ | \$ | (18.7) | \$ | 26.2 | unfav |
| Debt and A/R Securitization | \$ | 478.4 | \$ | 500.2 | .4.4\% |

- Sales increased $20.6 \%$ vs. YTD Q2 2010 as a result of successful execution of the Company's growth initiatives and improving end market demand
- Productivity efforts continue to fund growth and offset commodity inflation
- Sales mix had negative impact on margin levels as lower margin segments experienced significant growth
- Income and EPS increased almost 50\% (excluding Special Items) compared to YTD Q2 2010 due to increased volume and improved debt structure
- Continued focus on cash flow and debt reduction


## Condensed Consolidated Balance Sheet

(Unaudited, dollars in thousands)

| Assets | June 30, 2011 |  | $\begin{gathered} \text { December 31, } \\ 2010 \\ \hline \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |
| Current assets: |  |  |  |  |
| Cash and cash equivalents | \$ | 10,070 | \$ | 46,370 |
| Receivables, net of reserves. |  | 171,070 |  | 117,050 |
| Inventories |  | 175,660 |  | 161,300 |
| Deferred income taxes.. |  | 25,090 |  | 34,500 |
| Prepaid expenses and other current assets |  | 9,090 |  | 7,550 |
| Total current assets |  | 390,980 |  | 366,770 |
| Property and equipment, net |  | 169,440 |  | 167,510 |
| Goodwill.. |  | 208,500 |  | 205,890 |
| Other intangibles, net. |  | 154,070 |  | 159,930 |
| Other assets |  | 26,890 |  | 24,060 |
| Total assets. | \$ | 949,880 | \$ | 924,160 |
| Liabilities and Shareholders' Equity |  |  |  |  |
| Current liabilities: |  |  |  |  |
| Current maturities, long-term debt | \$ | 4,900 | \$ | 17,730 |
| Accounts payable. |  | 136,570 |  | 128,300 |
| Accrued liabilities |  | 62,900 |  | 68,400 |
| Total current liabilities |  | 204,370 |  | 214,430 |
| Long-term debt .... |  | 473,500 |  | 476,920 |
| Deferred income taxes |  | 61,650 |  | 63,880 |
| Other long-term liabilities |  | 56,050 |  | 56,610 |
| Total liabilities. |  | 795,570 |  | 811,840 |
| Total shareholders' equity.. |  | 154,310 |  | 112,320 |
| Total liabilities and shareholders' equity. | \$ | 949,880 | \$ | 924,160 |

## Consolidated Statement of Operations

(Unaudited, dollars in thousands)

| d, dollars in thousands) | Three months ended June 30, |  |  |  | Six months ended June 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2011 |  | 2010 |  | 2011 |  | 2010 |  |
| Net sales. | \$ | 299,720 | \$ | 252,060 | \$ | 569,390 | \$ | 472,120 |
| Cost of sales. |  | $(208,350)$ |  | (173,750) |  | $(403,340)$ |  | $(330,750)$ |
| Gross profit. |  | 91,370 |  | 78,310 |  | 166,050 |  | 141,370 |
| Selling, general and administrative expenses. |  | $(48,830)$ |  | $(41,370)$ |  | $(93,540)$ |  | $(79,070)$ |
| Gain (loss) on dispositions of property and equipment. |  | (40) |  | (420) |  | 20 |  | (730) |
| Operating profit. |  | 42,500 |  | 36,520 |  | 72,530 |  | 61,570 |
| Other income (expense), net: |  |  |  |  |  |  |  |  |
| Interest expense.. |  | $(11,620)$ |  | $(13,090)$ |  | $(23,640)$ |  | $(27,230)$ |
| Debt extinguishment costs. |  | $(3,970)$ |  | . |  | $(3,970)$ |  | - |
| Gain on bargain purchase............................................. |  | . |  | 410 |  | . |  | 410 |
| Other, net.............................................................. |  | (550) |  | (540) |  | $(1,710)$ |  | $(1,050)$ |
| Other income (expense), net. |  | $(16,140)$ |  | $(13,220)$ |  | (29,320) |  | $(27,870)$ |
| Income from continuing operations before income tax expense..... |  | 26,360 |  | 23,300 |  | 43,210 |  | 33,700 |
| Income tax expense. |  | $(9,270)$ |  | $(8,080)$ |  | $(14,370)$ |  | $(12,730)$ |
| Income from continuing operations .................................... |  | 17,090 |  | 15,220 |  | 28,840 |  | 20,970 |
| Income from discontinued operations, net of income taxes......... |  | . |  | 6,210 |  | . |  | 5,890 |
| Net income. | \$ | 17,090 | \$ | 21,430 | \$ | 28,840 | \$ | 26,860 |
| Earnings per share - basic: |  |  |  |  |  |  |  |  |
| Continuing operations .............................................. | \$ | 0.50 | \$ | 0.45 | \$ | 0.85 | \$ | 0.62 |
| Discontinued operations, net of income taxes.................... |  |  |  | 0.18 |  | . |  | 0.17 |
| Net income per share... | \$ | 0.50 | \$ | 0.63 | \$ | 0.85 | \$ | 0.79 |
| Weighted average common shares - basic ........................... |  | 4,215,734 |  | 3,794,647 |  | 4,064,787 |  | 3,681,516 |
| Earnings per share - diluted: |  |  |  |  |  |  |  |  |
| Continuing operations ............................................... | \$ | 0.49 | \$ | 0.44 | \$ | 0.83 | \$ | 0.61 |
| Discontinued operations, net of income taxes. |  | . |  | 0.18 |  | . |  | 0.17 |
| Net income per share. | \$ | 0.49 | \$ | 0.62 | \$ | 0.83 | \$ | 0.78 |
| Weighted average common shares - diluted .......................... |  | 4,769,576 |  | 4,437,418 |  | 4,667,459 |  | 4,318,002 |

Additional Information Regarding Special Items
Impacting Reported GAAP Financial Measures
(Unaudited)
(dollars in thousands, except per share amounts)
Income and EPS from continuing operations, as reported..
After-tax impact of Special Items to consider in evaluating quality of
income and EPS from continuing operations:
Debt extinguishment costs.
Excluding Special Items, income and EPS from continuing operations would have been...

Weighted-average shares outstanding at June 30, 2011 and 2010

| Three months ended June 30, 2011 |  | Three months ended June 30, 2010 |  |
| :---: | :---: | :---: | :---: |
| Income | EPS | Income | EPS |

$\qquad$ 0 $\qquad$ 0.07 $\qquad$ \$ 19,550 \$ 0.56 \$ 15,220 \$ 0.44 34,769,576 $34,437,418$

## (dollars in thousands, except per share amounts)

Income and EPS from continuing operations, as reported..
After-tax impact of Special Items to consider in evaluating quality of income and EPS from continuing operations: Debt extinguishment costs.

Excluding Special Items, income and EPS from continuing operations would have been.

Weighted-average shares outstanding at June 30, 2011 and 2010

$\qquad$
$\qquad$ 0.07 $\qquad$
$\qquad$
$\$ \quad 31,300$$\xlongequal{\$ \quad 0.90} \xlongequal{\$ \quad 20,970} \xlongequal{\$ \quad 0.61}$
$34,667,459 \quad 34,318,002$

Company and Business Segment Financial Information -

## Cont. Ops

| (Unaudited, dollars in thousands) | Three months ended June 30, |  |  |  | Six months endedJune 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2011 |  | 2010 |  | 2011 |  | 2010 |  |
| Packaging |  |  |  |  |  |  |  |  |
| Net sales | \$ | 47,900 | \$ | 45,520 | \$ | 91,800 | \$ | 89,120 |
| Operating profit | \$ | 15,070 | \$ | 13,480 | \$ | 26,900 | \$ | 25,340 |
| Energy |  |  |  |  |  |  |  |  |
| Net sales | \$ | 42,170 | \$ | 30,370 | \$ | 83,120 | \$ | 62,690 |
| Operating profit | \$ | 5,020 | \$ | 4,070 | \$ | 10,360 | \$ | 8,260 |
| Aerospace \& Defense |  |  |  |  |  |  |  |  |
| Net sales | \$ | 21,330 | \$ | 17,220 | \$ | 39,830 | \$ | 34,300 |
| Operating profit | \$ | 4,860 | \$ | 3,810 | \$ | 8,580 | \$ | 7,670 |
| Engineered Components |  |  |  |  |  |  |  |  |
| Net sales | \$ | 55,490 | \$ | 36,700 | \$ | 103,600 | \$ | 67,180 |
| Operating profit | \$ | 8,340 | \$ | 5,210 | \$ | 14,680 | \$ | 8,010 |
| Cequent Asia Pacific |  |  |  |  |  |  |  |  |
| Net sales | \$ | 21,560 | \$ | 18,460 | \$ | 41,370 | \$ | 38,760 |
| Operating profit | \$ | 1,940 | \$ | 3,330 | \$ | 4,470 | \$ | 6,990 |
| Cequent North America |  |  |  |  |  |  |  |  |
| Net sales | \$ | 111,270 | \$ | 103,790 | \$ | 209,670 | \$ | 180,070 |
| Operating profit | \$ | 14,380 | \$ | 12,720 | \$ | 21,050 | \$ | 17,180 |
| Corporate Expenses |  |  |  |  |  |  |  |  |
| Operating loss | \$ | $(7,110)$ | \$ | $(6,100)$ | \$ | $(13,510)$ | \$ | $(11,880)$ |
| Total Company |  |  |  |  |  |  |  |  |
| Net sales | \$ | 299,720 | \$ | 252,060 | \$ | 569,390 | \$ | 472,120 |
| Operating profit | \$ | 42,500 | \$ | 36,520 | \$ | 72,530 | \$ | 61,570 |

## LTM Bank EBITDA as Defined in Credit Agreement

(Unaudited, dollars in thousands)

| Reported net income for the twelve months ended June 30, 2011 | \$ | 47,250 |
| :---: | :---: | :---: |
| Interest expense, net (as defined). |  | 48,500 |
| Income tax expense... |  | 19,690 |
| Depreciation and amortization.. |  | 38,350 |
| Non-cash compensation expense. |  | 3,080 |
| Other non-cash expenses or losses. |  | 3,360 |
| Non-recurring expenses or costs for acquisition integration. |  | 710 |
| Debt extinguishment costs.. |  | 3,970 |
| Negative EBITDA from discontinued operations. |  | 90 |
| Permitted dispositions. |  | 3,380 |
| Permitted acquisitions... |  | 1,470 |

Bank EBITDA - LTM Ended June 30, $2011{ }^{(1)}$. \$ 169,850

[^0]
[^0]:    ${ }^{(1)}$ As defined in the Credit Agreement dated June 21, 2011.

