Company Overview
SEC Filings
Investor Relations
Stockholder Information
Contact Us

PRESS RELEASES

CONFERENCE CALLS

ANNUAL REPORTS

P&F Industries, Inc. Joseph A. Molino, Jr. Chief Operating Officer 631-694-9800 www.pfina.com

# P&F INDUSTRIES REPORTS IMPROVED RESULTS FOR THE THREE AND SIX-MONTH PERIODS ENDED JUNE 30. 2015

Home

MELVILLE, N.Y., August 12, 2015 - MELVILLE, N.Y., August 12, 2015 - P&F Industries, Inc. (NASDAQ: PFIN) today announced its results of operations for the three and six-month periods ended June 30, 2015. P&F Industries, Inc. is reporting second quarter 2015 revenue of \$22,560,000, compared to revenue of \$18,268,000, for the second quarter of 2014. For the six-month period ended June 30, 2015, the Company's revenue increased to \$42,386,000, from \$34,200,000 during the same period a year ago. The Company is also reporting that its income before taxes was \$1,967,000 and \$3,198,000, respectively, for the three and six-month periods ended June 30, 2015, compared to \$959,000 and \$1,678,000, respectively, for the same periods in 2014. Its net income for the three and six-month periods ended June 30, 2015 improved to \$1,312,000 and \$2,093,000, respectively, from \$572,000 and \$1,034,000, respectively, for the same periods in the prior year. Lastly, the Company's basic and diluted earnings per share are as follows:

		Three Mo					onths Ended		
	Jun	e 30, 2015	Jun	e 30, 2014	June	ne 30, 2015		June 30, 2014	
Basic earnings per share	S	0.36	S	0.15	S	0.58	S	0.28	
Diluted earnings per share	S	0.35	S	0.15	S	0.56	S	0.27	

Richard Horowitz, the Company's Chairman of the Board, Chief Executive Officer and President commented, "Our revenue, net income and earnings per share this quarter continue to highlight the positive effect our three 2014 acquisitions have had on our results. The AIRCAT and NITROCAT pneumatic tool lines continue to strengthen and expand our presence in the automotive sector. As a result, the Automotive sector revenue at Florida Pneumatic increased more than \$2.7 million this quarter, compared to the second quarter of 2014, nearly a nine-fold increase. Further, we have recently begun to market this new line of automotive tools through our Universal Air Tool subsidiary in the United Kingdom, and we remain optimistic that these innovative pneumatic air tools will gain acceptance in Europe. Our team at Hy-Tech continues the process of integrating the complex manufacturing of the ATSCO suite of pneumatic tools into its Cranberry, PA facility. We currently expect that the majority of these tools will be incorporated into the manufacturing cycle sometime late in 2015. Additionally, I wish to point out that Nationwide's revenue and profits were higher this quarter compared to the second quarter of 2014. Lastly, P&F's EBITDA for the three and six-month periods ended June 30, 2015 were \$2,925,000 and \$5,088,000, respectively compared to \$1,471,000 and \$2,711,000, respectively for the same periods in 2014."

The Company is reporting the following:

# Revenue

	Three months ended June 30,								
		Increase (decrease)							
	2015	2014	\$	%					
Tools	3.0		10 P2 II	532					
Florida Pneumatic	\$ 12,003,000	\$ 8,887,000	\$ 3,116,000	35.1%					
Hy-Tech	4,055,000	3,806,000	249,000	6.5					
Tools Total	16,058,000	12,693,000	3,365,000	26.5					
Hardware									
Hardware Total	6,502,000	5,575,000	927,000	16.6					
Consolidated	\$ 22,560,000	\$ 18,268,000	\$ 4,292,000	23.5%					

	Six months ended June 30,								
						increase (decre	ease)		
	100	2015	002	2014	88	\$	%		
Tools									
Florida Pneumatic	\$	22,257,000	\$	16,362,000	\$	5,895,000	36.0%		
Hy-Tech		8,360,000		7,522,000		838,000	11.1		
Tools Total		30,617,000		23,884,000	***	6,733,000	28.2		
Hardware									
Hardware Total		11,769,000	80	10,316,000	le.	1,453,000	14.1		
Consolidated	\$	42,386,000	\$	34,200,000	\$	8,186,000	23.9%		

# **Tools**

Florida Pneumatic markets its air tool products to three primary sectors within the pneumatic tool market; retail, Industrial/catalog and the automotive market. It also generates revenue from its Berkley products line as well as a line of air filters and other OEM parts ("Other").

			_	
Three	months	ended	June	30.

	69	2015			2014	4		ease)						
		Revenue	Percent of revenue		Revenue	Percent of revenue		s	%					
Retail customers	\$	7,039,000	58.6%	\$	6,647,000	74.8%	\$	392,000	5.9 %					
Automotive		3,041,000	25.3		314,000	3.5		2,727,000	868.5					
Industrial/catalog		1,689,000	14.1		1,584,000	17.8		105,000	6.6					
Other		234,000	2.0		342,000	3.9		(108,000)	(31.6)					
Total	\$	12,003,000	100.0%	\$	8,887,000	100.0%	\$	3,116,000	35.1 %					

Six	months	ended	June	30
DIA	month	s enucu	June	20,

	100	2015			2014	4	Increase (decrease)			
			Percent of			Percent of				
		Revenue	revenue		Revenue	revenue		S	%	
Retail customers	\$	12,316,000	55.3%	\$	11,938,000	73.0%	\$	378,000	3.2%	
Automotive		6,137,000	27.6		610,000	3.7		5,527,000	906.1	
Industrial/catalog		3,270,000	14.7		3,089,000	18.9		181,000	5.9	
Other		534,000	2.4		725,000	4.4		(191,000)	(26.3)	
Total	\$	22,257,000	100.0%	\$	16,362,000	100.0%	\$	5,895,000	36.0%	

As illustrated in the table above, when comparing the three-month period ended June 30, 2015, to the same period in the prior year, the most significant factor contributing to Florida Pneumatic's overall growth is the incremental automotive revenue generated by the Exhaust Technologies, Inc. ("ETI") and Universal Air Tool Company Limited ("UAT") acquisitions consummated in July 2014. As a result of the ETI acquisition, Florida Pneumatic now markets the AIRCAT and NITROCAT line of pneumatic air tools, which are primarily targeted to the automotive markets. UAT, located in the United Kingdom, currently enables Florida Pneumatic the opportunity to expand its automotive line of air tools product line into Europe. Currently UAT focuses it sales efforts primarily in the United Kingdom and Ireland. Florida Pneumatic intends to expand UAT to other European countries; however no timetable has been established for this project. With respect to Florida Pneumatic's Retail customers, during the second quarter of 2015, there was a modest increase, when compared to the same period last year. Industrial/catalog revenue during the second quarter of 2015, was up slightly, compared to the same period in 2014. This increase was due to the sale of a specialty kit, which is not part of Florida Pneumatic's core suite of products, without which Industrial/catalog revenue would have been down slightly. The Industrial/catalog market remains sluggish, most notably in aerospace and oil and gas exploration and production channels. We believe this weakness may continue. Florida Pneumatic's Other revenue declined when compared to the same period in 2014, primarily due to Florida Pneumatic's decision to place greater emphasis on expanding its other product lines.

When comparing the six-month periods ended June 30, 2015 and 2014, again the most significant factor contributing to Florida Pneumatic's overall revenue increase is the result of its two acquisitions made during the third quarter of 2014. As discussed previously, both ETI and UAT focus their marketing efforts to the automotive sector. As a result, Florida Pneumatic's Automotive revenue improved by more than \$5.5 million during the first half of fiscal 2015, compared to the same period a year ago. When comparing the six-month periods ended June 30, 2015 and 2014, its Retail revenue improved a modest 3.2%, due in large part to greater sales to The Home Depot. Industrial/catalog revenue increased during the first six months of 2015, compared to the same period in 2014, due to the sale of a specialty kit, which is not part of Florida Pneumatic's core suite of products, without which Industrial/catalog revenue would have been down slightly. The overall Industrial/catalog market remains sluggish, most notably in aerospace and oil and gas exploration, and production channels.

Hy-Tech focuses primarily on the industrial sector of the pneumatic tools market. Hy-Tech manufactures and markets its own value-added line of air tools and parts, which now includes the ATSCO brand, as well as distributes a high quality line of complementary sockets, which, in the aggregate make up the "ATP" category. Hy-Tech Machine products ("Hy-Tech Machine") are primarily marketed to the mining, construction and industrial manufacturing sectors.

ATP
Hy-Tech Machine
Major customer
Other
Total

		T	hre	e months ende	d June 30,				
	201	5		201	4	Increase (decrease)			
	Revenue	Percent of revenue	70	Revenue	Percent of revenue	32	\$	%	
\$	3,022,000	74.5%	\$	2,602,000	68.4%	\$	420,000	16.1%	
	389,000	9.6		371,000	9.7		18,000	4.9	
	535,000	13.2		787,000	20.7		(252,000)	(32.0)	
_	109,000	2.7	_	46,000	1.2		63,000	137.0	
\$	4,055,000	100.0%	\$	3,806,000	100.0%	\$	249,000	6.5%	

	S	ix n	onths ended	June 30,				
201	5	766	201	4	Increase (decrease)			
Revenue	Percent of revenue		Revenue	Percent of revenue		\$	%	
6,042,000	72.3%	\$	5,164,000	68.7%	\$	878,000	17.0%	
1,053,000	12.6		736,000	9.8		317,000	43.1	
1,088,000	13.0		1,488,000	19.8		(400,000)	(26.9)	
177,000	2.1		134,000	1.7		43,000	32.1	
8,360,000	100.0%	\$	7,522,000	100.0%	\$	838,000	11.1%	
	Revenue 6,042,000 1,053,000 1,088,000 177,000	2015           Revenue         Percent of revenue           6,042,000         72.3 %           1,053,000         12.6           1,088,000         13.0           177,000         2.1	2015           Percent of revenue           6,042,000         72.3 %         \$           1,053,000         12.6         13.0           1,77,000         2.1         1	2015         201           Percent of revenue         Revenue           6,042,000         72.3%         \$ 5,164,000           1,053,000         12.6         736,000           1,088,000         13.0         1,488,000           177,000         2.1         134,000	Revenue         Percent of revenue         Revenue         Percent of revenue           6,042,000         72.3%         \$ 5,164,000         68.7%           1,053,000         12.6         736,000         9.8           1,088,000         13.0         1,488,000         19.8           177,000         2.1         134,000         1.7	2015         2014           Revenue         Percent of revenue         Revenue         Percent of revenue           6,042,000         72.3%         \$ 5,164,000         68.7%         \$ 1,053,000         12.6         736,000         9.8           1,088,000         13.0         1,488,000         19.8           177,000         2.1         134,000         1.7	2015         2014         Increase (decimal percent of revenue           Revenue         Revenue         Percent of revenue         \$           6,042,000         72.3%         \$ 5,164,000         68.7%         \$ 878,000           1,053,000         12.6         736,000         9.8         317,000           1,088,000         13.0         1,488,000         19.8         (400,000)           177,000         2.1         134,000         1.7         43,000	

Hy-Tech's ATP second quarter 2015 revenue increased compared to the second quarter of 2014. Included in the second quarter of 2015 ATP revenue are sales of ATSCO pneumatic tools, which was acquired during the third quarter of 2014. Partially offsetting this increase was a decline in the sale of drilling motors and related parts and sockets, which we believe was due in large part to the down-turn in oil drilling and exploration. The ordering pattern from Hy-Tech's Major customer continues to be erratic and unpredictable. We believe the reduction in orders from this customer is due to a decline in its international market. As such, we expect this unpredictability is likely to continue at least for the remainder of 2015. Hy-Tech's Other revenue category, which focuses on specialty products manufactured for the mining, construction and industrial markets, improved, primarily due to an increase in products shipped to power generation customers in Canada.

Hy-Tech's ATP revenue for the six-month period ended June 30, 2015 improved when compared to the same period in 2014. The growth in ATP revenue attributable to ATSCO product sales were partially offset by declines in revenue of sockets and drilling motors and parts, as well as a net decline in non-ATSCO tools and parts revenue. We believe, among other factors, the reduction in the price of oil is causing a slow-down in exploration, which in turn is negatively affecting Hy-Tech's overall revenue. Until such time that major exploration and activity levels return to more

optimum levels, it is difficult to predict when this sector of the ATP category will improve. As such, Hy-Tech continues to pursue alternate markets and customers, and focuses on its ATSCO products releases. In line with the aforementioned, Hy-Tech increased its Hy-Tech Machine revenue, when comparing the six-month periods ended June 30, 2015 and 2014, due to a large order shipped during the first quarter of 2015. Lastly, revenue from Hy-Tech's Major customer during the six-month period ended June 30, 2015 declined when compared to the same period in 2014. As previously stated, we believe that this decline in orders from this customer is due to a slow-down in its international market, which services similar sectors, such as oil and gas exploration.

#### **Hardware**

Our Hardware segment, which currently consists of only Nationwide, generates revenue from the sale of Fence and gate hardware, OEM products and Patio hardware.

	2015			2014			Increase (decrease)		
	Revenue	Percent of revenue	1600	Revenue	Percent of revenue		S	%	
Fence and gate hardware	\$ 5,452,000	83.9%	\$	4,652,000	83.4%	\$	800,000	17.2	
OEM	567,000	8.7		474,000	8.5		93,000	19.6	
Patio	483,000	7.4	_	449,000	8.1	0-	34,000	7.6	
Total	\$ 6,502,000	100.0%	\$	5,575,000	100.0%	\$	927,000	16.6	
			Six	months ended	d June 30,				
	201	15	92 <u> </u>	2014	4	200	Increase (dec	rease)	
		Percent of			Percent of				

Three months ended June 30,

	922	201	5	2014			Increase (decrease)		
	-		Percent of	Percent of					
		Revenue	revenue	Revenue	revenue	S		%	
Fence and gate hardware	\$	9,646,000	82.0% \$	8,584,000	83.2%	\$	1,062,000	12.49	
OEM		1,209,000	10.2	873,000	8.5		336,000	38.5	
Patio		914,000	7.8	859,000	8.3		55,000	6.4	
Total	\$	11,769,000	100.0% \$	10,316,000	100.0%	\$	1,453,000	14.19	

Fence and gate hardware continues to be Nationwide's primary product line, accounting for 83.9% of its second quarter 2015 revenue. Key drivers that impact Nationwide's revenue are: (i) housing starts and (ii) renovation and remodeling. Both these drivers continue to improve in 2015, compared to 2014. As a result, Nationwide intends to continue its growth strategy in its Fence and gate hardware sector and will focus on developing new, innovative fence and gate hardware products and related product accessories. The increase in Nationwide's OEM products revenue is driven primarily by the addition of a new, lower margin customer that purchases pneumatic storm door closure kits. We expect the buying pattern of this new OEM customer to be sporadic throughout the year. The increase in Patio revenue is due primarily to increased activity in the sale of foreclosed home units occurring principally in Florida.

Nationwide believes its increase in total revenue during the six-month period ended June 30, 2015, compared to the same period in 2014, is due primarily to an increase in both the number of housing starts and consumer spending in the remodeling and renovation sectors during the respective six-month periods. As Fence and gate hardware remains the primary product line marketed by Nationwide, its current business strategy is to focus on the development and marketing of its Fence and gate hardware business. The 38.5% increase in its OEM product line revenue is primarily due to Nationwide obtaining a new, low margin customer that purchases pneumatic storm door closing kits. Its year to date 2015 Patio revenue continues to be driven by new home construction, renovation and foreclosure market, primarily in Florida.

# **Gross Margins / Profits**

	_	Three months ended June 30,				_	Increase (decrease)		
	- 100 	2015			2014			Amount	%
Florida Pneumatic	\$	4,227,000		\$	2,937,000		\$	1,290,000	43.9%
As percent of respective revenue			35.2%			33.0%		2.2% pts	
Hy-Tech	\$	1,604,000		\$	1,506,000		\$	98,000	6.5%
As percent of respective revenue	35	-	39.6%	3.5		39.6%	15	% Pts	
Total Tools	\$	5,831,000		\$	4,443,000		\$	1,388,000	31.2%
As percent of respective revenue			36.3%			35.0%		1.3% pts	
Total Hardware	\$	2,588,000		\$	2,160,000		\$		19.8%
As percent of respective revenue			39.8%			38.7%		1.1%pts	
Consolidated	\$	8,419,000		\$	6,603,000		\$	1,816,000	27.5%
As percent of respective revenue			37.3%			36.1%	1.2% pts		
	_	Six months ended June 30,				Increase (decrease)			
		2015			2014		Amount		%
Florida Pneumatic	\$	8,052,000		\$	5,563,000		\$	2,489,000	44.7%
As percent of respective revenue			36.2%			34.0%		2.2% pts	
Hy-Tech	\$	3,278,000		\$	3,030,000		\$	248,000	8.2%
As percent of respective revenue			39.2%			40.3%		(1.1)% pts	
Total Tools	\$	11,330,000		\$	8,593,000		\$	2,737,000	31.9%
As percent of respective revenue			37.0%			36.0%		1.0% pts	
Total Hardware	\$	4,608,000		\$	4,045,000		\$	563,000	13.9%
As percent of respective revenue		774	39.2%	88		39.2%	6.0	% pts	
Consolidated	*	15,938,000		\$	12,638,000		\$	3,300,000	26.1%

Three months ended June 30

Increase (decrease)

0.6% pts

#### **Tools**

As percent of respective revenue

Florida Pneumatic's expanded automotive product line, which now includes the AIRCAT and NITROCAT suite of pneumatic power tools, plus slightly higher gross margins generated at its overseas UAT subsidiary are the significant factors contributing to Florida Pneumatic's second quarter 2015 gross margin improvement over the same period a year ago. However, its Retail gross margin for the second quarter of 2015, compared to the same period in 2014 declined slightly, due primarily to product mix. Further, due to a lower margin special order, our Industrial/catalog gross margin during the second quarter of 2015 was down from the same period in the prior year. Hy-Tech's gross margin this quarter is the same as in the second quarter last year. We continue the process of incorporating the ATSCO suite of products into Hy-Tech's Cranberry PA manufacturing facility, however, it is difficult to predict exactly when the entire product line can be produced efficiently. During this process we anticipate gross margins to improve as Hy-Tech's overhead absorption should increase.

37.6%

37.0%

Florida Pneumatic's gross margin during the six-month period ended June 30, 2015 improved 2.2 percentage points over the same period in the prior year due primarily to the additional \$5.5 million of Automotive sales, which generate slightly higher gross margins than Florida Pneumatic's historical average. However, this improvement was somewhat offset by slight gross margin declines from its Retail and Industrial/catalog product lines, due primarily to product and or customer mix. Hy-Tech's gross margin during the first six months of 2015, compared to the same period a year ago, is down slightly, due in large part to the non-productive labor used to close and relocate ATSCO's manufacturing equipment and inventory from Mentor, Ohio into Hy-Tech's existing facility in Cranberry, PA during the first quarter of 2015. However, as the manufacturing of the acquired ATSCO product line becomes more efficient, we anticipate that gross margins should improve.

# **Hardware**

Despite encountering on-going competitive pricing pressure in its Fence and gate hardware, and Patio product lines, as well as a servicing a new, low margin OEM customer, Nationwide's second quarter 2015 gross margin increased, when compared to the same period in 2014. Within Nationwide, Fence and gate hardware generate the highest gross margins, followed by OEM, then Patio. As such, the key driver to the higher overall gross margin during the second quarter of 2015, compared to the same period in 2014 is the additional, higher margin Fence and gate hardware revenue.

Nationwide's overall gross margin for the six-month periods ended June 30, 2015 and 2014 were the same. While its gross margin for the second quarter of 2015 reflected improvement over its first quarter of 2015, it is difficult to predict future results. Nationwide intends to continue its current strategy, which is to expand the development of new products for its Fence and gate hardware product line and to continue its growth into new or expanded locations.

Selling, general and administrative expenses, ("SG&A") include salaries and related costs, commissions, travel, administrative facilities, communications costs and promotional expenses for our direct sales and marketing staff, administrative and executive salaries and related benefits, legal, accounting and other professional fees as well as general corporate overhead and certain engineering expenses.

During the second quarter of 2015, our SG&A was \$6,452,000 or 28.6% of revenue, compared to \$5,556,000, or 30.4% of revenue during the same three-month period in 2014. Significant items contributing to the change in SG&A are: (i) our depreciation and amortization increased by \$284,000, when comparing the three-month periods ended June 30, 2015 and 2014, most of which is attributable to the three acquisitions completed during the third quarter of 2014; (ii) as the result of the increased revenue our incremental variable costs and expenses, which includes among other expenses, commissions, warranty costs, freight out and advertising/promotional fees, increased by \$310,000 during the second quarter of 2015, compared to the same period in the prior year; (iii) when comparing the second quarter of 2015 to the same period in 2014, our bad debt expense increased \$135,000, primarily the result of adjustments recorded in the second quarter of 2014 that lowered our bad debt expense; (iv) compensation, which is comprised of base salaries and wages, accrued performance-based bonus incentives, associated payroll taxes and employee benefits, increased \$264,000, with the majority of this increase due to the added staffing resulting from the three acquisitions; and (v), our professional services decreased \$95,000, primarily due to expenses incurred in 2014 related to the three 2014 acquisitions not recurring in 2015.

During the six-month period ended June 30, 2015, our SG&A was \$12,548,000, or 29.6% of revenue, compared to \$10,783,000, or 31.5% of revenue during the six-month period in 2014. Significant elements of this change are: (i) depreciation and amortization increased by \$554,000, most of which is attributable to the assets acquired; (ii) incremental variable costs and expenses increased \$454,000, due in large part to the added revenue in 2015; (iii) compensation expenses increased \$534,000, due mostly to additional staffing resulting from the three acquisitions plus slightly higher, performance-based bonus incentives; (iv) bad debt expenses increased \$152,000, due primarily to adjustments made during the second quarter of 2014, which lowered our bad debt expense, and (v) our professional fees and corporate expenses, in the aggregate declined \$80,000.

#### **Interest**

Our interest expense during the second quarter of 2015 was \$201,000, compared to \$88,000 for the same period in the prior year. The most significant factor affecting interest expense was the financing of the three acquisitions completed during the third quarter of 2014. The average balance of short-term borrowings during the second quarter of 2015 was \$17,430,000, compared to \$1,500,000 during the same three-month period in 2014. As a result of the aforementioned acquisitions, interest expense incurred on our Revolver borrowings during the second quarter of 2015 was \$117,000, compared to \$8,000 during the second quarter of 2014. Interest expense on our Long-term borrowings was \$55,000, compared to \$58,000 during the same three-month period in 2014. Included in our interest expense for the three-month periods ended June 30, 2015 and 2014 is amortization expense of debt financing costs of \$28,000 and \$22,000, respectively. An increase in the applicable loan margins that are added to both our LIBOR (London InterBank Offered Rate) or Base Rate, as defined in the Credit Agreement borrowings, also negatively impacted our interest expense.

Our interest expense during the six-month period ended June 30, 2015 was \$393,000, compared to \$177,000 for the same period in the prior year. The most significant factor affecting interest expense was the financing of the three acquisitions completed during the third quarter of 2014. The average balance of short-term borrowings during the first two quarters of 2015 was \$15,446,000, compared to \$1,309,000 during the same six-month period in 2014. As a result, interest expense incurred on our Revolver borrowings was \$202,000, compared to \$17,000, respectively for six-month periods ended June 30, 2015 and 2014. Interest expense incurred during these six-month periods on our Long-term borrowings was \$133,000, compared to \$116,000, respectively. Lastly, included in our six-month interest expense is amortization expense of debt financing costs of \$55,000 in 2015 and \$43,000 in 2014. An increase in the applicable loan margins that are added to both our LIBOR and Base Rate, as defined in the Credit Agreement borrowings, also negatively impacted our interest expense.

# Other Income

In connection with the UAT acquisition, there was the possibility that we could pay as additional consideration to the former shareholders of UAT (the "Sellers") up to a maximum of #250,000 ("contingent consideration"), should UAT's net earnings, during the period from date of acquisition, July 29, 2014 through the first anniversary date, July 29, 2015, after adjusting for among other things, interest, taxes, depreciation and amortization ("adjusted net income") exceed a minimum threshold. At the time of the acquisition we believed, based on a range of possible outcomes that it was more likely than not that UAT would achieve the amount of adjusted net income that would entitle the Sellers to the maximum amount, and accordingly recorded a \$425,000 obligation as contingent consideration (#250,000 at the then foreign exchange rate). Further, we anticipated that for the twelve-month period ending July 29, 2015, a disproportionate amount of UAT's adjusted net income would likely be attained primarily during the period beginning late first quarter 2015 through July 29, 2015. However, we now estimate that the adjusted net income for the year ending July 29, 2015 will result in the contingent consideration payable to the Sellers to be approximately \$224,000. As such, we have adjusted our estimate of the payment of this contingent consideration payable to the Sellers and have recorded \$201,000 as Other Income. It should be noted that this income is not subject to federal or state income tax.

# **Income Taxes**

At the end of each interim reporting period, we estimate the effective tax rate expected to be applied for the full year. This estimate is used to determine the income tax provision on a year-to-date basis and may change in subsequent interim periods. Our effective tax rate for the three and six-months ended June 30, 2015 were 33.3% and 34.6%, respectively, compared to 40.4% and 38.4%, respectively, for the three and six-month periods ended June 30, 2014. Non-taxable income of approximately \$201,000 is the primary factor for the lower effective tax rate for the three and six-month periods ended June 30, 2015, compared to the same periods in 2014. Additionally, the effective tax rate for all periods differed from the

U.S. federal statutory rate of 34% primarily due to state taxes and nondeductible expenses.

#### OTHER INFORMATION

P&F Industries Inc. has scheduled a conference call for today, August 12, 2015, at 11:00 A.M., Eastern Time, to discuss its results for three and sixmonth periods ended June 30, 2015. Investors and other interested parties can listen to the call by dialing 888-437-9445, or via a live web cast accessible at www.800rollcall.com/webpresenter/. To listen to the web cast, please register at the site at least 15 minutes prior to the call by entering a participant code, 8741394. For those who cannot listen to the live broadcast, a replay of the call will also be available on the Company's web-site beginning on or about August 13, 2015.

## About P&F Industries, Inc.

P&F Industries, Inc., through its wholly owned subsidiaries, manufactures and/or imports air-powered tools sold principally to the industrial, retail and automotive markets, and various residential hardware such as fencing hardware and door and window hardware primarily to the housing industry. P&F's products are sold under its own trademarks, as well as under the private labels of major manufacturers and retailers.

#### Safe Harbor Statement.

This is a Safe-Harbor Statement under the Private Securities Litigation Reform Act of 1995. Any forward-looking statements contained herein, including those related to the Company's future performance, and those contained in the comments of management, are based upon the Company's historical performance and on current plans, estimates and expectations, which are subject to various risks and uncertainties, including, but not limited to, the strength of the retail, industrial, housing and other markets in which the Company operates, the impact of competition, product demand, supply chain pricing, the Company's debt and debt service requirements and those other risks and uncertainties described in the Company's most recent Annual Report on Form 10-K, and its other reports and statements filed by the Company with the Securities and Exchange Commission. These risks could cause the Company's actual results in future periods to differ materially from those expressed in any forward-looking statement made by or on behalf of the Company. Forward-looking statements speak only as of the date on which they are made, and the Company undertakes no obligation to update publicly or revise any forward-looking statement, whether as a result of new information, future developments or otherwise.

## CONSOLIDATED FINANCIAL STATEMENTS & OTHER TABLES (PDF)

P&F Industires, Inc. make available forms & documents which are available for download. These forms & documents are in Adobe® PDF (portable document file) format. In order to view these forms & documents, you must have Adobe® Acrobat® 7 Reader. If you don't have the reader, you can download it for free from Adobe® by clicking here or on the "Get Acrobat® Reader" icon below.



« Back to Press Release Index | + Top of Page

Company Overview SEC Filings Investor Relations Stockholder Information Contact Us Home

©1998 - 2022 P&F Industries, Inc. - All Rights Reserved.