

DXP ENTERPRISES INC
Form 8-K
July 20, 2005

UNITED STATES
SECURITIES AND EXCHANGE COMMISSION

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 20, 2005

Commission file number 0-21513

DXP Enterprises, Inc.

(Exact name of registrant as specified in its charter)

Texas

76-0509661

(State or other jurisdiction of incorporation or
organization)

(I.R.S. Employer Identification Number)

7272 Pinemont, Houston, Texas 77040

(Address of principal executive offices)

Registrant's telephone number, including area code:

(713) 996-4700

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:

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

ITEM 2.02. REGULATION FD DISCLOSURE

The following information is furnished pursuant to Regulation FD.

On July 20, 2005, DXP Enterprises, Inc., issued a press release announcing financial results for the quarterly period ended June 30, 2005, a copy of which is furnished as Exhibit 99.1 hereto, which is incorporated herein by reference. Such exhibit (i) is furnished pursuant to Item 2.02 of Form 8-K, (ii) is not to be considered "filed" under the Securities Exchange Act of 1934, as amended (the "Exchange Act") and (iii) shall not be incorporated by reference into any previous or future filings made by or to be made by the Company with the Securities and Exchange Commission under the Securities Act of 1933, as amended (the "Securities Act"), or the Exchange Act.

ITEM 9.01. FINANCIAL STATEMENTS AND EXHIBITS

(c) *Exhibits.*

99.1 Press Release dated July 20, 2005

SIGNATURE

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

DXP ENTERPRISES, INC.

July 20, 2005 By: /s/Mac McConnell

Mac McConnell

Senior Vice President and

Chief Financial Officer

INDEX TO EXHIBITS

Introductory Note: The following exhibit is furnished pursuant to Item 2.02 of Form 8-K and is not to be considered "filed" under the Exchange Act and shall not be incorporated by reference into any of the Company's previous or future filings under the Securities Act or the Exchange Act.

Exhibit No.

Description

99.1 Press Release dated July 20, 2005 regarding financial results for the quarterly period ended June 30, 2005

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CONTACT: Mac McConnell

Senior Vice President, Finance

O13-996-4700

www.dxpe.com

DXP ENTERPRISES ANNOUNCES SECOND QUARTER RESULTS

NET INCOME INCREASES 107%

EARNINGS PER SHARE DOUBLES

Houston, TX, -- July 20, 2005- DXP Enterprises, Inc. (NASDAQ: DXPE)

today announced a 107% increase in net income to \$1,477,000 for the second quarter ending June 30, 2005, with diluted earnings per share of \$.26 compared to net income of \$714,000 and diluted earnings per share of \$.13 for the second quarter of 2004. Sales increased 8.1% to \$45.5 million from \$42.1 million for the second quarter of 2004. Gross profit increased 21.7% from the second quarter of 2004.

Year-to-date earnings as of June 30, 2005 increased 67% to \$2.3 million, or \$0.41 per diluted share, compared to \$1.4 million, or \$0.25 per diluted share for the first six months of 2004. Sales increased 9.1% to \$87.3 million from \$80.0 million for the first six months of 2004. Gross profit for the first six months of 2005 increased 18% compared to the same period in 2004.

David R. Little, Chairman and Chief Executive Officer said, "In the second quarter we continued to see solid broad-based sales growth with higher margins. Increased MRO sales in 2005 replaced several large, lower margin sales recorded in 2004. We continue to be enthusiastic about the current level of business opportunities and our ability to increase sales and profitability. We are committed to improving service to our customers as they look for ways to reduce cost."

DXP Enterprises, Inc. is a leading products and service distributor that adds value and total cost savings solutions to MRO and OEM customers in virtually every industry since 1908. DXP provides innovative pumping solutions, integrated supply and MROP (maintenance, repair, operating and production) services that emphasize and utilize DXP's vast product knowledge and technical expertise in pumps, bearings, power transmission, seals, hose, safety, fluid power, electrical and industrial supplies. DXP's breadth of MROP products and service solutions allows DXP to be flexible and customer driven creating competitive advantages for our customers.

DXP's innovative pumping solutions provide engineering, fabrication and technical design to meet the capital equipment needs of its global customer base. DXP provides solutions by utilizing manufacturer authorized equipment

and certified personnel. Pump packages require MRO and OEM equipment such as pumps, motors and valves, and consumable products. DXP leverages its MROP inventories and technical knowledge to lower the total cost and maintain the quality of the pump package.

SmartSource, a DXP integrated supply program, allows a more efficient way to manage the customer's supply chain needs for MROP products. The program allows the customer to transfer all or part of their supply chain needs to DXP, so the customer can focus on his core business. SmartSource effectively lowers costs by outsourcing purchasing, accounting, and on-site supply management to DXP, which reduces the duplication of effort by the customer and supplier. DXP's broad range of first-tier products provides an efficient measurable solution to reduce cost and streamline procurement and sourcing operations.

The Private Securities Litigation Reform Act of 1995 provides a "safe-harbor" for forward-looking statements. Certain information included in this press release (as well as information included in oral statements or other written statements made by or to be made by the Company) contains statements that are forward-looking. Such forward-looking information involves important risks and uncertainties that could significantly affect anticipated results in the future; and accordingly, such results may differ from those expressed in any forward-looking statement made by or on behalf of the Company. These risks and uncertainties include, but are not limited to; ability to obtain needed capital, dependence on existing management, leverage and debt service, domestic or global economic conditions, and changes in customer preferences and attitudes. For more information, review the Company's filings with the Securities and Exchange Commission.

UNAUDITED CONDENSED CONSOLIDATED STATEMENTS OF INCOME

(IN THOUSANDS, EXCEPT PER SHARE AMOUNTS)

| | Three Months Ended | | | Six Months Ended | | |
|--|--------------------|--|-----------|------------------|--|-----------|
| | June 30 | | | June 30 | | |
| | 2005 | | 2004 | 2005 | | 2004 |
| Sales | \$ 45,462 | | \$ 42,055 | \$ 87,252 | | \$ 79,965 |
| Cost of sales | 33,218 | | 31,995 | 64,039 | | 60,294 |
| Gross profit | 12,244 | | 10,060 | 23,213 | | 19,671 |
| Selling, general and administrative expense | 9,741 | | 8,749 | 19,195 | | 17,084 |
| Operating income | 2,503 | | 1,311 | 4,018 | | 2,587 |
| Other income | 17 | | 12 | 27 | | 29 |
| Interest expense | (273) | | (211) | (517) | | (434) |
| Minority interest in loss of consolidated subsidiary | 34 | | - | 97 | | - |
| Income before taxes | 2,281 | | 1,112 | 3,625 | | 2,182 |
| Provision for income taxes | 804 | | 398 | 1,294 | | 790 |

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| | | | | | | | |
|--|----------|--|---------|--|---------|--|----------|
| Net income | 1,477 | | 714 | | 2,331 | | 1,392 |
| Preferred stock dividend | 22 | | 22 | | 45 | | 45 |
| Net income attributable to common shareholders | \$ 1,455 | | \$ 692 | | 2,286 | | \$ 1,347 |
| | | | | | | | |
| Basic income per share | \$ 0.35 | | \$ 0.17 | | \$ 0.56 | | \$ 0.33 |
| Weighted average common shares outstanding | 4,167 | | 3,992 | | 4,115 | | 4,031 |
| Diluted income per share | \$ 0.26 | | \$ 0.13 | | \$ 0.41 | | \$ 0.25 |
| Weighted average common and common equivalent shares outstanding | 5,741 | | 5,454 | | 5,684 | | 5,475 |

UNAUDITED CONDENSED CONSOLIDATED BALANCE SHEETS

(IN THOUSANDS, EXCEPT SHARE AMOUNTS)

| | June 30, 2005 | | December 31, 2004 |
|---|---------------|--|-------------------|
| | (Unaudited) | | |
| ASSETS | | | |
| Current assets: | | | |
| Cash | \$ 2,055 | | \$ 2,303 |
| Trade accounts receivable | 22,093 | | 19,126 |
| Inventories, net | 18,604 | | 16,995 |
| Prepaid expenses and other current assets | 831 | | 327 |
| Deferred income taxes | 1,027 | | 945 |
| Total current assets | 44,610 | | 39,696 |
| Property and equipment, net | 7,488 | | 8,261 |
| Deferred income taxes | 215 | | 257 |
| Other assets | 53 | | 69 |

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| | | | |
|--|-----------|--|-----------|
| Total assets | 52,366 | | \$ 48,283 |
| | | | |
| LIABILITIES AND SHAREHOLDERS' EQUITY | | | |
| Current liabilities: | | | |
| Current portion of long-term debt | \$ 221 | | \$ 1,420 |
| Trade accounts payable | 15,114 | | 12,905 |
| Accrued wages and benefits | 3,601 | | 2,370 |
| Federal income taxes payable | 722 | | 432 |
| Other accrued liabilities | 2,352 | | 2,343 |
| Customer advances | 262 | | 826 |
| Total current liabilities | 22,272 | | 20,296 |
| Long-term debt, less current portion | 14,233 | | 14,925 |
| Minority interest in consolidated subsidiary | 89 | | 186 |
| Shareholders' equity | 15,772 | | 12,876 |
| Total liabilities and shareholders' equity | \$ 52,366 | | \$ 48,283 |
| | | | |

UNAUDITED CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS

(IN THOUSANDS)

| | SIX MONTHS ENDED | | |
|-----------------------|------------------|--|----------|
| | JUNE 30 | | |
| | 2005 | | 2004 |
| OPERATING ACTIVITIES: | | | |
| Net income | \$ 2,331 | | \$ 1,392 |

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| | | | |
|--|---------|--|---------|
| Adjustments to reconcile net income to net cash provided | | | |
| by (used in) activities | | | |
| Depreciation and amortization | 474 | | 472 |
| (Benefit) provision for deferred income taxes | (40) | | 8 |
| (Gain) on disposal of property and equipment | - | | (1) |
| Minority interest in loss of consolidated subsidiary | (97) | | - |
| Changes in operating assets and liabilities: | | | |
| Trade accounts receivable | (2,967) | | (3,616) |
| Inventories | (1,950) | | (108) |
| Prepaid expenses and other current assets | (489) | | (523) |
| Accounts payable and accrued liabilities | 3,497 | | 1,537 |
| Net cash provided by (used in) operating activities | 759 | | (839) |
| | | | |
| INVESTING ACTIVITIES: | | | |
| Purchase of property and equipment | (291) | | (68) |
| Proceeds from sale of property and equipment | 932 | | 1 |
| Net cash provided by (used in) investing activities | 641 | | (67) |
| | | | |
| FINANCING ACTIVITIES: | | | |
| (Payments on) proceeds from debt | (1,891) | | 1,278 |
| Dividends paid in cash | (45) | | (45) |
| Proceeds from exercise of stock options | 288 | | 25 |
| Net cash (used in) provided by financing activities | (1,648) | | 1,258 |
| (DECREASE) INCREASE IN CASH | (248) | | 352 |
| CASH AT BEGINNING OF PERIOD | 2,303 | | 636 |

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| | | | |
|-----------------------|----------|--|--------|
| CASH AT END OF PERIOD | \$ 2,055 | | \$ 988 |
|-----------------------|----------|--|--------|