GORMAN RUPP CO Form 10-Q July 29, 2010

# UNITED STATES SECURITIES AND EXCHANGE COMMISSION WASHINGTON, D.C. 20549 FORM 10-Q

# **DESCRIPTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934**

For the Quarterly Period Ended June 30, 2010 OR

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

#### Commission File Number <u>1-6747</u> The Gorman-Rupp Company

(Exact name of registrant as specified in its charter)

Ohio 34-0253990

(State or other jurisdiction of incorporation or organization)

(I.R.S. Employer Identification No.)

600 South Airport Road, Mansfield, Ohio

44903

(Address of principal executive offices)

(Zip Code)

Registrant s telephone number, including area code (419) 755-1011

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 þ No o Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T (§232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files). Yes o No o

Indicate by check mark whether the Registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, or a smaller reporting company. See the definitions of large accelerated filer, accelerated filer and smaller reporting company in Rule 12b-2 of the Exchange Act.

Large accelerated filer o

Accelerated filer b

Non-accelerated filer o

Smaller reporting company o

Indicate by check mark whether the Registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act). Yes o No b

Common shares, without par value, outstanding at July 27, 2010. 16,685,535

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#### The Gorman-Rupp Company and Subsidiaries Three and Six Months June 30, 2010 and 2009

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PART I. FINANCIAL INFORMATION
ITEM 1 FINANCIAL STATEMENTS (UNAUDITED)
THE GORMAN-RUPP COMPANY AND SUBSIDIARIES
CONDENSED CONSOLIDATED STATEMENTS OF INCOME (UNAUDITED)

(Thousands of dollars, except per share amounts)		Three Mor June 2010	Ended 2009			onths Ended one 30,		
Net sales Cost of products sold	\$	72,380 55,094	\$ 68,345 52,555	\$	138,166 105,431	\$	139,943 108,808	
Gross profit		17,286	15,790		32,735		31,135	
Selling, general and administrative expenses		8,375	8,790		17,134		17,778	
Operating income		8,911	7,000		15,601		13,357	
Other income		12	144		137		909	
Other expense		(412)	58		(528)		(196)	
Income before income taxes		8,511	7,202		15,210		14,070	
Income taxes		2,855	2,335		5,057		4,697	
Net income	\$	5,656	\$ 4,867	\$	10,153	\$	9,373	
Earnings per share	\$	0.34	\$ 0.29	\$	0.61	\$	0.56	
Cash dividends paid per share	\$	0.105	\$ 0.100	\$	0.210	\$	0.200	
Weighted average shares outstanding See notes to condensed consolidated financial statem	16,710,260 16,707,535 <i>ments</i> .		1	6,710,397	16,707,535			

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# THE GORMAN-RUPP COMPANY AND SUBSIDIARIES CONDENSED CONSOLIDATED BALANCE SHEETS

(Thousands of dollars) Assets		June 30, 2010	December 31 2009		
Current assets:					
Cash and cash equivalents Short-term investments Accounts receivable net Inventories net Deferred income taxes and other current assets	\$	37,216 1,513 49,315 37,711 4,538	\$	44,403 1,505 37,239 40,506 7,747	
Total current assets		130,293		131,400	
Property, plant and equipment Less accumulated depreciation		209,265 100,884		208,571 100,048	
Property, plant and equipment net		108,381		108,523	
Deferred income taxes and other assets		9,816		9,149	
Total assets	\$	248,490	\$	249,072	
Liabilities and shareholders equity					
Current liabilities:					
Accounts payable Short-term debt Payroll and related liabilities Accrued expenses	\$	13,669 7,806 17,960	\$	8,972 15,000 6,909 12,294	
Total current liabilities		39,435		43,175	
Income taxes payable Retirement benefits Postretirement benefits		971 2,768 22,752		971 5,044 22,270	
Total liabilities		65,926		71,460	

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The Gorman-Rupp Company shareholders equity

Common shares, without par value:

Authorized - 35,000,000 shares

Outstanding - 16,685,535 shares in 2010 and 16,710,535 in 2009 (after deducting
treasury shares of 626,683 in 2010 and 601,683 in 2009) at stated capital amount

5,092 5,100

Retained earnings	188,879	182,875
Accumulated other comprehensive loss	(12,064)	(11,070)

The Gorman-Rupp Company shareholders equity 181,907 176,905

Noncontrolling interest 657 707

Total shareholders equity 182,564 177,612

Total liabilities and shareholders equity \$ 248,490 \$ 249,072

See notes to condensed consolidated financial statements.

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# THE GORMAN-RUPP COMPANY AND SUBSIDIARIES CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS (UNAUDITED)

Cash flows from operating activities:   Substitute   Su		Six Months Ended					
Cash flows from operating activities:           Net income         \$ 10,153         \$ 9,373           Adjustments to reconcile net income attributable to net cash provided by operating activities:         \$ 2,205         4,236           Depreciation and amortization         5,205         4,236           Changes in operating assets and liabilities:         (12,075)         7,102           Accounts receivable         (2,795         8,986           Accounts payable         4,697         (6,343)           Accured expenses and other         5,736         3,793           Net cash provided by operating activities         16,511         27,147           Cash flows from investing activities:         (3,966)         (23,204)           Proceeds from sale of product line         (8)         1,210           Change in short-term investments         (8)         (21,994)           Net cash used for investing activities:         (3,974)         (21,994)           Cash flows from financing activities:         (3,509)         (3,342)           Proceeds from bank borrowings         (15,000)         16,834           Payments to bank for borrowings         (15,000)         (15,000)           Purchase of common shares for treasury         (648)         (19,157)         13,492	(TC) 1 C 1 11 \			30,	2000		
Net income         \$ 10,153         \$ 9,373           Adjustments to reconcile net income attributable to net cash provided by operating activities:         \$ 2,205         4,236           Depreciation and amortization         5,205         4,236           Changes in operating assets and liabilities:         (12,075)         7,102           Inventories         2,795         8,986           Accounts payable         4,697         (6,343)           Accrued expenses and other         5,736         3,793           Net cash provided by operating activities         16,511         27,147           Cash flows from investing activities:         (3,966)         (23,204)           Proceeds from sale of product line         (3,966)         (23,204)           Proceeds from sale of product line         (8)         (8)           Net cash used for investing activities         (3,974)         (21,994)           Cash flows from financing activities:         (3,974)         (21,994)           Cash dividends         (3,509)         (3,342)           Proceeds from bank borrowings         (15,000)           Purchase of common shares for treasury         (648)           Net cash (used for) provided by financing activities         (19,157)         13,492	(Thousands of dollars)		2010		2009		
Adjustments to reconcile net income attributable to net cash provided by operating activities:  Depreciation and amortization Changes in operating assets and liabilities:  Accounts receivable Inventories (12,075) Accounts payable Accounts payable Accounts payable Accounts provided by operating activities  Net cash provided by operating activities  Capital additions net Change in short-term investments  Net cash used for investing activities  Cash flows from financing activities  Cash flows from financing activities  Cash flows from bank borrowings Accounts payable Accounts paya	Cash flows from operating activities:						
Changes in operating assets and liabilities:       (12,075)       7,102         Accounts receivable       (12,075)       8,986         Accounts payable       4,697       (6,343)         Accrued expenses and other       5,736       3,793         Net cash provided by operating activities       16,511       27,147         Cash flows from investing activities:       2       3,966)       (23,204)         Proceeds from sale of product line       1,210         Change in short-term investments       (8)       (8)         Net cash used for investing activities       (3,974)       (21,994)         Cash flows from financing activities:       2       16,834         Proceeds from bank borrowings       (15,000)       16,834         Payments to bank for borrowings       (15,000)       10,000         Purchase of common shares for treasury       (648)       Net cash (used for) provided by financing activities       (19,157)       13,492	Adjustments to reconcile net income attributable to net cash provided by operating	\$	10,153	\$	9,373		
Accounts receivable         (12,075)         7,102           Inventories         2,795         8,986           Accounts payable         4,697         (6,343)           Accrued expenses and other         5,736         3,793           Net cash provided by operating activities         16,511         27,147           Cash flows from investing activities:         (3,966)         (23,204)           Proceeds from sale of product line         1,210           Change in short-term investments         (8)           Net cash used for investing activities         (3,974)         (21,994)           Cash flows from financing activities:         (3,509)         (3,342)           Proceeds from bank borrowings         (15,000)         (15,000)           Purchase of common shares for treasury         (648)           Net cash (used for) provided by financing activities         (19,157)         13,492	Depreciation and amortization		5,205		4,236		
Cash flows from investing activities:  Capital additions net Proceeds from sale of product line Change in short-term investments  (8)  Net cash used for investing activities  Cash flows from financing activities:  Cash dividends Proceeds from bank borrowings Proceeds from bank for borrowings Payments to bank for borrowings Purchase of common shares for treasury  (648)  Net cash (used for) provided by financing activities  (3,966) (23,204) (21,994) (21,994)  (21,994)  (3,509) (3,342) (15,000) (15,000) (648)	Accounts receivable Inventories Accounts payable		2,795 4,697		8,986 (6,343)		
Capital additions net (3,966) (23,204) Proceeds from sale of product line (1,210) Change in short-term investments (8)  Net cash used for investing activities (3,974) (21,994)  Cash flows from financing activities:  Cash dividends (3,509) (3,342) Proceeds from bank borrowings (15,000) Purchase of common shares for treasury (648)  Net cash (used for) provided by financing activities (19,157) 13,492	Net cash provided by operating activities		16,511		27,147		
Proceeds from sale of product line Change in short-term investments  (8)  Net cash used for investing activities  Cash flows from financing activities:  Cash dividends Proceeds from bank borrowings Payments to bank for borrowings Purchase of common shares for treasury  (15,000) Purchase of common shares for treasury  (19,157)  13,492	Cash flows from investing activities:						
Change in short-term investments (8)  Net cash used for investing activities (3,974) (21,994)  Cash flows from financing activities:  Cash dividends (3,509) (3,342)  Proceeds from bank borrowings (15,000)  Purchase of common shares for treasury (648)  Net cash (used for) provided by financing activities (19,157) 13,492	•		(3,966)				
Cash flows from financing activities:  Cash dividends  Proceeds from bank borrowings  Payments to bank for borrowings  Purchase of common shares for treasury  (648)  Net cash (used for) provided by financing activities  (15,000)  (15,000)  (19,157)  (19,157)	-		(8)		·		
Cash dividends (3,509) (3,342) Proceeds from bank borrowings 16,834 Payments to bank for borrowings (15,000) Purchase of common shares for treasury (648)  Net cash (used for) provided by financing activities (19,157) 13,492	Net cash used for investing activities		(3,974)		(21,994)		
Proceeds from bank borrowings Payments to bank for borrowings Purchase of common shares for treasury  Net cash (used for) provided by financing activities  16,834  (15,000) (648)  13,492	Cash flows from financing activities:						
Payments to bank for borrowings Purchase of common shares for treasury  (648)  Net cash (used for) provided by financing activities  (19,157)  13,492			(3,509)				
	Payments to bank for borrowings						
Effect of exchange rate changes on cash (567) 271	Net cash (used for) provided by financing activities		(19,157)		13,492		
	Effect of exchange rate changes on cash		(567)		271		
Net (decrease) increase in cash and cash equivalents (7,187) 18,916	Net (decrease) increase in cash and cash equivalents		(7,187)		18,916		
Cash and cash equivalents: Beginning of year  44,403 23,793			44,403		23,793		

June 30, \$ 37,216 \$ 42,709

See notes to condensed consolidated financial statements.

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#### **PART I**

# ITEM 1. NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED) NOTE A BASIS OF PRESENTATION OF FINANCIAL STATEMENTS

The accompanying unaudited condensed consolidated financial statements have been prepared in accordance with generally accepted accounting principles for interim financial information and in accordance with the instructions to Form 10-Q and do not include all of the information and footnotes required by generally accepted accounting principles for complete financial statements. The consolidated financial statements include the accounts of the Company and its wholly and majority-owned subsidiaries. All significant intercompany accounts and transactions have been eliminated. In the opinion of management, all adjustments (consisting of normal recurring accruals) considered necessary for a fair presentation have been included. Operating results for the three and six months ended June 30, 2010 are not necessarily indicative of results that may be expected for the year ending December 31, 2010. For further information, refer to the consolidated financial statements and notes thereto included in the Company s Annual Report on Form 10-K for the year ended December 31, 2009. The Company has evaluated the existence of subsequent events through the filing date of this Form 10-Q.

#### **NEW ACCOUNTING PRONOUNCEMENTS**

There have been no recent accounting pronouncements or changes in accounting pronouncements during the six months ended June 30, 2010, as compared to the recent accounting pronouncements described in the Company s Annual Report on Form 10-K for the year ended December 31, 2009, that are of significance or potential significance to the Company.

#### NOTE B INVENTORIES

Inventories are stated at the lower of cost or market. The costs for substantially all inventories are determined using the last-in, first-out (LIFO) method, with the remainder determined using the first-in, first-out (FIFO) method. An actual valuation of inventory under the LIFO method is made at the end of each year based on the inventory levels and costs at that time. Interim LIFO calculations are based on management s estimate of expected year-end inventory levels and costs and are subject to the final year-end LIFO inventory valuation.

The major components of inventories are as follows (net of LIFO reserves):

	Jι	ine 30,	December 31,		
(Thousands of dollars)		2010			
Raw materials and in-process	\$	19,744	\$	22,087	
Finished parts		15,237		16,026	
Finished products		2,730		2,393	
Total inventories	\$	37,711	\$	40,506	

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#### PART I CONTINUED

### ITEM 1. NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED) CONTINUED

#### NOTE C FINANCING ARRANGEMENTS

During the three months ended June 30, 2010, the Company re-paid the outstanding balance of \$10.0 million related to an unsecured bank loan agreement which was scheduled to mature in November 2010. The proceeds from this agreement were used to partially finance the consolidation and expansion of the Company s Mansfield, Ohio manufacturing and office facilities which were substantially completed in 2009.

#### NOTE D PRODUCT WARRANTIES

A liability is established for estimated future warranty and service claims based on historical claims experience, specific product failures and sales volume. The Company expenses warranty costs directly to cost of products sold. Changes in the Company s product warranty liability are as follows:

		June 30,					
(Thousands of dollars)	2	2010	2009				
Balance at beginning of year	\$	1,863	\$	2,048			
Warranty costs accrued		486		1,323			
Expenses		(944)		(1,299)			
Balance at end of period	\$	1,405	\$	2,072			

#### NOTE E COMPREHENSIVE INCOME

Comprehensive income and its components, net of tax, are as follows:

	Three Months Ended June 30,				Six Months Ended June 30,			
(Thousands of dollars)		2010	2009		2010		2009	
Net income	\$	5,656	\$	4,867	\$	10,153	\$	9,373
Changes in cumulative foreign currency translation								
adjustments		(1,401)		1,179		(1,509)		498
Pension and OPEB adjustments		246		470		515		941
Total comprehensive income attributable to The								
Gorman-Rupp Company	\$	4,501	\$	6,516	\$	9,159	\$	10,812

#### NOTE F INCOME TAXES

The Company follows the provisions of ASC 740 Income Taxes. Accordingly, the Company recognizes the financial statement benefit of a tax position only after determining that the relevant tax authority would more likely than not sustain the position following an audit.

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#### PART I CONTINUED

# ITEM 1. NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED) CONTINUED

#### NOTE F INCOME TAXES CONTINUED

The amount of unrecognized tax benefits as of January 1, 2010 of \$1.5 million includes \$876,000 which, if ultimately recognized, will reduce the Company s annual effective tax rate.

At June 30, 2010, the balance of unrecognized tax benefits remained at approximately \$1.5 million. The activity in the current year is primarily related to a \$93,000 increase in current year tax positions and a \$12,000 decrease related to settlements with taxing authorities. The June 30, 2010 balance of unrecognized tax benefits includes \$978,000 which, if ultimately realized, will reduce the Company s annual effective tax rate.

The statute of limitations in several jurisdictions will expire in the next 12 months. The Company has unrecognized tax benefits of \$64,000 which would be recognized if the statute of limitations expires without the relevant taxing authority examining the applicable returns.

The Company is subject to income taxes in the U.S. federal jurisdiction, and various states and foreign jurisdictions. Tax regulations within each jurisdiction are subject to the interpretation of the related tax laws and regulations and require significant judgment to apply. Except as noted below, the Company is no longer subject to U.S. federal, state and local, or non-U.S. income tax examinations by tax authorities for the years before 2006.

The Company was examined by the Canadian Revenue Agency for tax years ending 2004—2006 related to inter-company royalty payments. The Company received a final assessment during the first quarter 2009 and has filed a Competent Authority Appeal with both U.S. and Canadian Competent Authorities to eliminate double tax treatment. Under the most recent U.S.-Canadian tax protocol, Competent Authority assessments should achieve symmetry under binding arbitration. Any adjustment resulting from Competent Authority resolution of the examination is not expected to have a material impact on the consolidated financial position or future consolidated results of operations of the Company.

The Company recognizes interest and penalties related to unrecognized tax benefits in income tax expense for all periods presented. The Company had accrued approximately \$391,000 for the payment of interest and penalties at January 1, 2010. An additional accrual of interest and penalties of approximately \$37,000 and \$61,000 was recorded for the three and six months ended June 30, 2010, respectively.

#### NOTE G PENSION AND OTHER POSTRETIREMENT BENEFITS

The Company sponsors a defined benefit pension plan covering substantially all employees hired prior to January 1, 2008. Additionally, the Company sponsors a defined contribution pension plan at one location not participating in the defined benefit pension plan. A 401(k) plan that includes a graduated Company match is also available. The Company also sponsors a non-contributory defined benefit health care plan that provides health benefits to substantially all retirees and their spouses.

For substantially all United States employees hired after January 1, 2008, an enhanced 401(k) plan is available instead of the Company s defined benefit pension plan. Benefits are based on age and years of service with the Company. Employees hired prior to January 1, 2008 are not affected by the change.

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#### PART I CONTINUED

### ITEM 1. NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED) CONTINUED

#### NOTE G PENSION AND OTHER POSTRETIREMENT BENEFITS CONTINUED

The following table presents the components of net periodic benefit cost:

	Pension Benefits Six Months Ended June 30,					Postretirement Benefits Six Months Ended June 30,			
(Thousands of dollars)	2010		2009		2010		2009		
Service cost	\$	1,361	\$	1,376	\$	553	\$	605	
Interest cost		1,577		1,702		628		787	
Expected return on plan assets		(2,214)		(1,768)					
Unrecognized actuarial (gain) loss		788		1,053		(286)		(113)	
Recognized actuarial (gain) loss						(1)			
Benefit cost	\$	1,512	\$	2,363	\$	894	\$	1,279	

# ITEM 2. MANAGEMENT S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

#### **Executive Overview**

The Gorman-Rupp Company is a leading designer, manufacturer and marketer of pumps and related equipment (pump and motor controls) for use in water, wastewater, construction, industrial, petroleum, original equipment, agriculture, fire protection, heating, ventilating and air conditioning (HVAC), military and other liquid-handling applications. The Company attributes its success to exceptional product quality, application and performance combined with delivery and service, and attempts to continually develop initiatives to improve performance in these key areas.

Since the fourth quarter of 2008, demand for most of our products slowed due to the global economic recession. The Company responded to these challenging business conditions by adjusting cost structures to current operating levels and realigning production plans to match current demand. During the three and six months ended June 30, 2010, the Company experienced improved financial results with earnings largely driven by solid operating performance in what is still an unpredictable environment. Customer order growth continues to be encouraging, but the Company remains cautious as full economic recovery remains uncertain.

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#### PART I CONTINUED

#### ITEM 2. MANAGEMENT S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS CONTINUED

Second Quarter 2010 Compared to Second Quarter 2009

**Net Sales** 

Three Months Ended June 30.

(Thousands of dollars) 2010 % Change 2009 \$ Change Net sales 72,380 \$ 68,345 4,035 5.9%

The increase in net sales during the quarter was positively impacted by the early stages of economic recovery and is due primarily to increases in the international fire protection market of \$4.1 million, custom pump applications of \$2.7 million and the construction and rental market of \$2.3 million. Partially offsetting these increases were decreased sales in the OEM market of \$2.9 million and the domestic fire protection market of \$1.8 million.

#### **Cost of Products Sold**

Three Months Ended

June 30.

(Thousands of dollars) 2010 2009 \$ Change % Change Cost of products sold 55,094 \$ 52,555 2,539 4.8% 76.1% % of Net sales 76.9%

The increase in cost of products sold was primarily due to higher sales volume which resulted in additional material costs of \$3.3 million, including higher LIFO expense of \$1.6 million versus the second quarter 2009 which benefited from a \$1.1 million liquidation of LIFO quantities due to reduced inventory levels. Partially offsetting the increases was lower healthcare expense of \$864,000 due to reduced medical costs.

#### Selling, General and Administrative Expenses (SG&A)

Three Months Ended

	June	: 30,				
(Thousands of dollars)	2010		2009	\$ C	Change	% Change
Selling, general and administrative expenses						
(SG&A)	\$ 8,375	\$	8,790	\$	(415)	(4.7)%
% of Net sales	11.6%		12.9%			

The decrease in SG&A expenses is principally due to lower professional fees of \$258,000 resulting from reduced legal fees, and lower healthcare expense of \$231,000 due to reduced medical costs.

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#### PART I CONTINUED

# ITEM 2. MANAGEMENT S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS CONTINUED

**Other Expense** 

	1	Three Mor	iths En	ded				
		June 30,						
(Thousands of dollars)	2	2010			\$ C	hange	% Change	
Other expense	\$	412	\$	(58)	\$	470	810.3%	
% of Net sales		0.6%		0.1%				

The increase in other expense is due to higher foreign currency exchange rate losses of \$257,000 related primarily to the decrease in the value of the Euro, and to losses on disposal of assets of \$246,000 primarily related to the former Mansfield Division facilities and the write-down in value of the portion of the former facilities which is currently available for sale.

#### **Net Income**

	Three Months Ended June 30,						
(Thousands of dollars)		2010		2009	\$ (	Change	% Change
Income before income taxes	\$	8,511	\$	7,202	\$	1,309	18.2%
% of Net sales		11.8%		10.5%			
Income taxes	\$	2,855	\$	2,335	\$	520	22.3%
Effective tax rate		33.5%		32.4%			
Net income	\$	5,656	\$	4,867	\$	789	16.2%
% of Net sales		7.8%		7.1%			
Earnings per share	\$	0.34	\$	0.29	\$	0.05	17.2%

The increase in the effective tax rate of 1.1 percentage points during the second quarter of 2010 compared to the same period in 2009 was due primarily to the inclusion of the research and development tax credit in the 2009 provision. This credit has not yet been extended for 2010.

#### Six Months 2010 Compared to Six Months 2009 Net Sales

	Six Months Ended June 30,							
(Thousands of Dollars)		2010		2009	\$	Change	% Change	
Net sales	\$	138,166	\$	139,943	\$	(1,777)	(1.3)%	

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#### PART I CONTINUED

# ITEM 2. MANAGEMENT S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS CONTINUED

The decrease in sales in the first six months of 2010 compared to the same period last year was due principally to declines in the OEM market of \$2.9 million, the domestic fire protection market of \$2.8 million, the government market of \$1.9 million and the municipal market of \$1.6 million. Partially offsetting these decreases were increases in the international fire protection market of \$3.3 million, the rental market of \$2.4 million and the industrial market of \$1.7 million.

The backlog at June 30, 2010 was \$105.0 million compared to \$82.9 million at June 30, 2009, representing a 27% increase primarily due to an increase of orders in custom pump applications, the municipal market, the rental market and the international fire protection market, partially offset by a decline in orders for the OEM market.

#### **Cost of Products Sold**

	Six Mont	hs Er	nded		
	June	30,			
(Thousands of Dollars)	2010		2009	\$ Change	% Change
Cost of products sold	\$ 105,431	\$	108,808	\$ (3,377)	(3.1)%
% of Net sales	76.3%		77.8%		

The decrease in cost of products sold was due in part to lower sales volume which resulted in lower material cost of \$1.0 million. This decrease is net of higher LIFO expense of \$777,000 versus the first six months of 2009 which benefited from a \$1.1 million liquidation of LIFO quantities due to reduced inventory levels. Manufacturing costs included decreases in warranty expense of \$837,000 due to estimates related to lower sales volume and improved claims experience, compensation and payroll taxes of \$742,000 due to slightly lower employment levels, and pension expense of \$699,000 as a result of lower amortization expense due to the rebound in equity markets during 2009. In addition, healthcare expense decreased \$661,000 due to reduced medical costs for active employees, and postretirement expense decreased \$203,000 due to reduced medical costs for retired employees. Partially offsetting these decreases was increased depreciation expense of \$968,000 primarily due to the consolidation and expansion of the Mansfield, Ohio facilities (the Mansfield facilities).

#### Selling, General, and Administrative Expenses (SG&A)

	Six Montl June					
(Thousands of Dollars)	2010		2009	\$ <b>C</b>	Change	% Change
Selling, general, and administrative expenses						
(SG&A)	\$ 17,134	\$	17,778	\$	(644)	(3.6)%
% of Net sales	12.4%		12.7%			

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The decrease in SG&A expenses is principally due to lower professional fees of \$493,000 resulting from reduced legal fees, and lower healthcare expense of \$267,000 due to reduced medical costs.

#### PART I CONTINUED

# ITEM 2. MANAGEMENT S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS CONTINUED

**Other Income** 

Six I	Months	Ended
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		June 30,					
(Thousands of Dollars)	20	010	2	2009	\$ C	Change	% Change
Other income	\$	137	\$	909	\$	(772)	(84.9)%
% of Net sales		0.1%		0.7%			

The decrease in other income is primarily due to gain recognized on the sale of a product line in 2009 of \$435,000 and reduced gain on disposal of assets of \$224,000.

#### **Other Expense**

(Thousands of Dollars)

Six Months Ended

Julic	5 50,				
10	2	009	\$ C	hange	% Change
528	\$	196	\$	332	169 4%

Other expense \$ 528 \$ 196 % of Net sales \$ 0.4% 0.1%

The increase in other expense is due to higher foreign currency exchange rate losses of \$139,000 related primarily to the decrease in the value of the Euro, and to losses on disposal of assets of \$246,000 primarily related to the former Mansfield Division facilities.

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#### **Net Income**

	Six Months Ended June 30,						
(Thousands of Dollars)		2010		2009	\$ (	Change	% Change
Income before income taxes	\$	15,210	\$	14,070	\$	1,140	8.1%
% of Net sales		11.0%		10.1%			
Income taxes	\$	5,057	\$	4,697	\$	360	7.7%
Effective tax rate		33.2%		33.4%			
Net income	\$	10,153	\$	9,373	\$	780	8.3%
% of Net sales		7.3%		6.7%			
Earnings per share	\$	0.61	\$	0.56	\$	0.05	8.9%

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#### PART I CONTINUED

# ITEM 2. MANAGEMENT S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS CONTINUED

#### **Liquidity and Capital Resources**

	Six Months Ended June 30,						
(Thousands of dollars)		2010		2009			
Net cash provided by operating activities	\$	16,511	\$	27,147			
Net cash used for investing activities		3,974		21,994			
Net cash (used for) provided by financing activities		(19,157)		13,492			

The Company s principal funding source generally is its cash generated from operations. As operations continued to improve from last year s severe recession, higher sales resulted in increased accounts receivable, accounts payable and commissions payable during the first six months of 2010. Inventories did not yet increase in line with sales due to lead times required for replenishment.

Investing activities for the six months ended June 30, 2010 primarily consisted of remaining capital expenditures related to the Mansfield facilities of \$2.5 million and machinery and equipment additions of \$1.9 million, a decrease of \$19.2 million compared to the same period last year. Total capital expenditures of approximately \$57.2 million for the Mansfield facilities, substantially completed in 2009, have been incurred as of June 30, 2010. Non-building capital expenditures are expected to be approximately \$4 to \$6 million for each of 2010 and 2011.

Financing activities for the six months ended June 30, 2010 consisted principally of the re-payment of the outstanding balance of \$15.0 million on short-term debt used to partially finance the Mansfield facilities, and payments for dividends of \$3.5 million. The ratio of current assets to current liabilities was 3.3 to 1 at June 30, 2010 and 3.0 to 1 at December 31, 2009.

The Company believes that cash on hand, combined with cash provided by operations and line of credit arrangements with banks, will continue to be sufficient to meet cash requirements, including capital expenditures and the payment of quarterly dividends.

#### **Critical Accounting Policies**

Our critical accounting policies are described in Item 7, *Management s Discussion and Analysis of Financial Condition and Results of Operations*, and in the notes to our Consolidated Financial Statements for the year ended December 31, 2009 contained in our Fiscal 2009 Annual Report on Form 10-K. Any new accounting policies or updates to existing accounting policies as a result of new accounting pronouncements have been discussed in the notes to our Consolidated Financial Statements in this Quarterly Report on Form 10-Q. The application of our critical accounting policies may require management to make judgments and estimates about the amounts reflected in the Consolidated Financial Statements. Management uses historical experience and all available information to make these estimates and judgments, and different amounts could be reported using different assumptions and estimates.

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#### PART I CONTINUED

# ITEM 2. MANAGEMENT S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS CONTINUED

#### **Safe Harbor Statement**

In connection with the safe harbor provisions of the Private Securities Litigation Reform Act of 1995, The Gorman-Rupp Company provides the following cautionary statement: Certain statements in this section and elsewhere herein contain various forward-looking statements and include assumptions concerning The Gorman-Rupp Company s operations, future results and prospects. These forward-looking statements are based on current expectations about important economic, political, and technological factors, among others, and are subject to risk and uncertainties, the absence of which could cause the actual results or events to differ materially from those set forth in or implied by the forward-looking statements and related assumptions.

Such factors include the following: (1) continuation of the current and projected future business environment, including interest rates and capital and consumer spending; (2) competitive factors and competitor responses to Gorman-Rupp initiatives; (3) successful development and market introductions of anticipated new products; (4) stability of government laws and regulations, including taxes; (5) stable governments and business conditions in emerging economies; (6) successful penetration of emerging economies; and (7) continuation of the favorable environment to make acquisitions, domestic and foreign, including regulatory requirements and market values of candidates.

#### ITEM 3. QUANTITATIVE AND QUALITATIVE DISCLOSURES OF MARKET RISK

The Company s foreign operations do not involve material risks due to their relative size, both individually and collectively. The Company is not exposed to material market risks as a result of its diversified export sales. Export sales generally are denominated in U.S. Dollars and made on open account or under letters of credit.

#### ITEM 4. CONTROLS AND PROCEDURES

#### **Evaluation of Disclosure Controls and Procedures**

The Company maintains a set of disclosure controls and procedures designed to ensure that information required to be disclosed by the Company in reports that it files or submits under the Securities Exchange Act of 1934 is recorded, processed, summarized and reported within the time periods specified in Securities and Exchange Commission rules and forms. The Company s disclosure controls and procedures are also designed to ensure that information required to be disclosed in Company reports filed under the Exchange Act of 1934 is accumulated and communicated to the Company s Management, including the principal executive officer and the principal financial officer, as appropriate, to allow timely decisions regarding required disclosure.

An evaluation was carried out under the supervision and with the participation of the Company s Management, including the principal executive officer and the principal financial officer, of the effectiveness of the design and operation of the Company s disclosure controls and procedures as of the end of the period covered by this report on Form 10-Q. Based on that evaluation, the principal executive officer and the principal financial officer have concluded that the Company s disclosure controls and procedures were effective as of June 30, 2010.

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#### **Table of Contents**

#### PART I CONTINUED

#### ITEM 4. CONTROLS AND PROCEDURES CONTINUED

#### **Changes in Internal Control Over Financial Reporting**

There have been no changes in the Company s disclosure controls and procedures that occurred during the most recent fiscal quarter that have materially affected, or are reasonably likely to materially affect, the Company s internal control over financial reporting. Subsequent to the date of the evaluation, there have been no significant changes in the Company s disclosure controls and procedures that could significantly affect the Company s internal control over financial reporting.

#### PART II OTHER INFORMATION

#### ITEM 1. LEGAL PROCEEDINGS

There are no material changes from the legal proceedings previously reported in the Company s Annual Report on Form 10-K for the fiscal year ended December 31, 2009.

#### ITEM 1A. RISK FACTORS

There are no material changes from the risk factors previously reported in the Company s Annual Report on Form 10-K for the fiscal year ended December 31, 2009.

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#### **ITEM 6. EXHIBITS**

(a) Exhibits

Exhibits 3 and 4 (articles of incorporation) are incorporated herein by this reference from Exhibits (3) and

(4) of the Company's Quarterly Report on Form 10-Q for the quarter ended June 30, 2007.

Exhibits 3, 4 and 10 (by-laws; instruments defining the rights of security holders, including indentures; and

material contracts) are incorporated herein by this reference from Exhibits (3), (4) and (10) of the Company s Annual Report on Form 10-K for the year ended December 31,

2005.

Exhibit 31.1 Certification of Jeffrey S. Gorman, Chief Executive Officer, pursuant to Section 302 of the

Sarbanes-Oxley Act of 2002.

Exhibit 31.2 Certification of Wayne L. Knabel, Chief Financial Officer, pursuant to Section 302 of the

Sarbanes-Oxley Act of 2002.

Exhibit 32 Certification pursuant to 18 U.S.C Section 1350, as adopted Pursuant to Section 906 of

The Sarbanes-Oxley Act of 2002.

#### **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 thereunto duly authorized.

The Gorman-Rupp Company (Registrant)

Date: July 29, 2010

By: /s/ Wayne L. Knabel Wayne L. Knabel Chief Financial Officer

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