

SUPREME INDUSTRIES INC
Form 8-K
February 08, 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) - February 3, 2005

SUPREME INDUSTRIES, INC.

(Exact name of Registrant as specified in its charter)

Delaware

1-8183

75-1670945

(State of Incorporation)

(Commission File No.)

(IRS Employer Identification No.)

P.O. Box 237, 2581 E. Kercher Road, Goshen, Indiana

46528

(Address of principal executive offices)

(Zip Code)

(Registrant's telephone number, including area code) - (574) 642-3070

Item 7.01 Regulation FD Disclosure.

On February 3, 2005, Supreme Industries, Inc. issued a press release reporting results for the fiscal quarter and full year ended December 25, 2004. The full text of the press release is set forth in Exhibit 99.1 hereto.

Item 9.01 Financial Statements and Exhibits.

 c. Exhibits

 99.1 Press release dated February 3, 2005, reporting results for the fiscal quarter and full year ended December 25, 2004

Exhibit 99.1

SUPREME INDUSTRIES, INC.

For Immediate Release

Contact: Robert W. Wilson

 Executive Vice President

 (574) 642-4888

**Supreme Industries Reports Revenues and Earnings For
2004 Fourth Quarter and Full Year**

GOSHEN, Ind., February 3, 2005 Supreme Industries, Inc. (AMEX:STS), a leading manufacturer of specialized vehicles, including truck bodies and shuttle buses, today announced financial results for the 2004 fourth quarter and year ended December 25, 2004.

Substantially improved demand in all of the Company's major product lines produced record revenues in both the fourth quarter and full year of 2004. The Company had revenues of \$72.8 million for the quarter ended December 25, 2004, compared to \$58.2 million for the same period last year. Full-year revenues were \$308.0 million in 2004, compared to \$226.9 million for the same period in 2003.

Net income for the fourth quarter of 2004 was \$978,061, or \$0.08 per diluted share, compared to \$1.2 million, or \$0.10 per diluted share, in the fourth quarter of 2003. Supreme's 2004 full-year net income was \$4.7 million, or \$0.38 per diluted share, compared to \$4.6 million, or \$0.38 per diluted share, for the same period in 2003.

Selling, general and administrative expenses as a percentage of revenues declined in both the fourth-quarter and twelve-month periods of 2004 compared to the same periods of 2003 due to increased revenues and the fixed nature of these expenses.

Interest expense increased from \$176,000 in the fourth quarter of 2003 to \$349,000 in the same period of 2004. For the twelve-month period, interest expense increased from \$783,000 in 2003 to \$1,017,000 in 2004. Increased interest expense in the periods related to slightly higher interest rates during the last half of 2004 and higher interest bearing bank borrowings used to finance working capital attributable to higher revenues and to fund various plant purchases.

Stockholders' equity totaled \$67.6 million, or \$5.57 per share, at December 25, 2004. To support a substantially higher backlog at year end, working capital totaled \$50.7 million compared with \$42.9 million at year-end 2003. The Company continues to aggressively manage its working capital assets.

"We are very disappointed that we were unable to more effectively counteract the extreme raw material cost increases we experienced in 2004," Wilson concluded. "However, many of our raw materials cannot be hedged, and our product sales contracts typically have not contained automatic price escalation provisions. The Company's major suppliers have indicated that raw material cost increases for most of the commodities should be at rates considerably less than the rates of increase experienced in 2004. Supreme continues to experience strong order intake, a healthy backlog and low inventory levels in our distribution channels. All of these factors bode well for a healthy level of revenues in 2005, and we believe, based on our current assessment of business conditions, that demand will remain strong despite our price increases over the last 10

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months. Lastly, we look forward to improved profitability as the net benefit of our price increases is realized."

As announced on January 28, 2005, Supreme's board of directors approved a \$0.035 per share cash dividend on its outstanding Class A and Class B Common Stock to be paid on February 14, 2005. This cash dividend is the sixth consecutive quarterly cash dividend in what the Company intends to be a continuing series of quarterly cash dividends, business conditions permitting.

A live webcast of Supreme Industries' earnings conference call can be heard today at 4:30 p.m. Eastern Time at www.supremeind.com.

Supreme Industries, Inc. is a nationwide manufacturer of specialized truck bodies that are produced to the specifications of its customers. Supreme also manufactures the StarTrans® line of special-purpose "shuttle-type" buses. The Company's transportation equipment products are used by a wide variety of industrial and commercial customers.

This report contains forward-looking statements, other than historical facts, that reflect the views of Company management with respect to future events. When used in this report, words such as "believe," "expect," "anticipate," "estimate," "intend" and similar expressions, as they relate to the Company or its plans or operations, identify forward-looking statements. Such forward-looking statements are based on assumptions made by, and information currently available to, the Company's management. Although management believes that the expectations reflected in such forward-looking statements are reasonable, it can give no assurance that such expectations are reasonable, and it can give no assurance that such expectations will prove to have been correct. Important factors that could cause actual results to differ materially from such expectations include, without limitation, limitations on the availability of chassis on which the Company's product is dependent, availability of raw materials and severe interest rate increases. The forward-looking statements contained herein reflect the current views of Company management with respect to future events and are subject to those factors and other risks, uncertainties and assumptions relating to the operations, results of operations, cash flows and financial position of the Company. The Company assumes no obligation to update the forward-looking statements or to update the reasons actual results could differ from those contemplated by such forward-looking statements.

Financial Tables Follow

 	 	 	 	 	 	 	
 	 	 	 	 	 	 	
 	 	 	 	 	 	 	
 	 	 	 	 	 	 	
 	 	 	 	 	 	 	
 	 	 	 	 	 	 	
 	 	 	 	 	 	 	
 	 	 	 	 	 	 	
 	 	 	 	 	 	 	
 	 	 	 	 	 	 	
 	 	 	 	 	 	 	
 	 	 	 	 	 	 	
 	 	 	 	 	 	 	
 	 	 	 	 	 	 	
 	 	 	 	 	 	 	

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Supreme Industries, Inc. and Subsidiaries**Consolidated Statements of Income (Unaudited)**

		Three-Months Ended		Twelve-Months Ended			
		December 25,	December 27,	December 25,	December 27,		
		2004	2003	2004	2003		
Revenue:							
Net sales		\$72,520,807	\$56,997,918	\$307,326,310	\$224,853,226		
Other income		252,765	1,242,955	636,145	2,022,954		
		72,773,572	58,240,873	307,962,455	226,876,180		
Costs and expenses:							
Cost of sales		66,173,141	50,295,956	276,556,076	196,290,476		
Selling, general and administrative		6,234,097	5,834,350	24,287,530	22,247,343		
Interest		349,273	176,127	1,016,732	782,662		
		72,756,511	56,306,433	301,860,338	219,320,481		
Income before income taxes		17,061	1,934,440	6,102,117	7,555,699		
Income taxes		(961,000)	757,000	1,354,000	2,914,000		

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Net income	 	\$978,061	 	\$1,177,440	 	\$4,748,117	 	\$4,641,699
 	 	 	 	 	 	 	 	
 	 	 	 	 	 	 	 	
Earnings per share (a):	 	 	 	 	 	 	 	
Basic	 	\$0.08	 	\$0.10	 	\$0.39	 	\$0.39
Diluted	 	.08	 	.10	 	.38	 	.38
 	 	 	 	 	 	 	 	
Shares used in the computation of	 	 	 	 	 	 	 	
earnings per share (a):	 	 	 	 	 	 	 	
Basic	 	12,118,448	 	11,948,959	 	12,083,601	 	11,921,777
Diluted	 	12,445,153	 	12,303,156	 	12,477,333	 	12,139,590
 	 	 	 	 	 	 	 	
 	 	 	 	 	 	 	 	
 	 	 	 	 	 	 	 	

(a) 2003 share and per share data have been adjusted for a ten percent stock dividend paid in October 2003.

 	 	 	 	 	 	 	 	
 	 	 	 	 	 	 	 	
 	 	 	 	 	 	 	 	
 	 	 	 	 	 	 	 	
 	 	 	 	 	 	 	 	

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Supreme Industries, Inc. and Subsidiaries

Consolidated Balance Sheets (Unaudited)

 	 	 	 	 	 	 	 	
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				December 25,		December 27,		
				2004		2003		
Assets								
Current assets				\$80,474,950		\$65,583,737		
Property, plant and equipment, net				47,190,964		37,444,901		
Intangible assets, net				765,081		816,622		
Other assets				560,540		2,459,841		
Total assets				\$128,991,535		\$106,305,101		
Liabilities								
Current liabilities				\$29,781,764		\$22,725,059		
Long-term debt				28,561,583		17,366,609		
Deferred income taxes				3,085,179		2,541,274		
Other long-term liabilities				0		29,190		
Total liabilities				61,428,526		42,662,132		
Total stockholders' equity				67,563,009		63,642,969		
Total liabilities and stockholders' equity				\$128,991,535		\$106,305,101		

