

Edgar Filing: AAON INC - Form 10-Q

AAON INC
Form 10-Q
August 09, 2006

UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
Washington, D.C. 20549

FORM 10-Q

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

For the quarterly period ended June 30, 2006
or

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

For the transition period from _____ to _____.

Commission file number: 0-18953

AAON, INC.

(Exact name of registrant as specified in its charter)

Nevada

87-0448736

(State or other jurisdiction
of incorporation or organization)

(IRS Employer
Identification No.)

2425 South Yukon, Tulsa, Oklahoma 74107

(Address of principal executive offices)
(Zip Code)

(918) 583-2266

(Registrant's telephone number, including area code)

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 No

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, or a non-accelerated filer.

Large accelerated filer Accelerated filer Non-accelerated filer

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act).

Yes No

As of August 1, 2006, registrant had outstanding a total of 12,392,608 shares of its \$.004 par value Common Stock.

Edgar Filing: AAON INC - Form 10-Q

PART I - FINANCIAL INFORMATION

Item 1. Financial Statements.

AAON, Inc., and Subsidiaries
Consolidated Balance Sheets
(unaudited)

	June 30, 2006	December 31, 2005

(in thousands, except for share data)		
Assets		
Current assets:		
Cash and cash equivalents	\$ 66	\$ 837
Certificate of deposit	1,000	1,000
Accounts receivable, net	37,637	32,487
Inventories, net	23,895	23,708
Prepaid expenses	383	1,041
Deferred tax asset	3,670	3,877

Total current assets	66,651	62,950
Property, plant and equipment, net	58,440	50,581
Notes receivable, long-term	75	75

Total assets	\$ 125,166	\$ 113,606
=====		
Liabilities and Stockholders' Equity		
Current liabilities:		
Revolving credit facility	\$ 2,225	\$ -
Current maturities of long-term debt	108	108
Accounts payable	16,481	11,643
Accrued liabilities	17,518	17,827

Total current liabilities	\$ 36,332	\$ 29,578
Long-term debt, less current maturities	5	59
Deferred tax liability	3,969	4,474
Stockholders' equity:		
Preferred stock, \$.001 par value, 5,000,000 shares authorized, no shares issued	-	-
Common stock, \$.004 par value, 50,000,000 shares authorized, 12,335,891 and 12,233,558 issued and outstanding at June 30, 2006, and December 31, 2005, respectively	49	49
Additional paid in capital	622	-
Accumulated other comprehensive income, net of tax	848	513
Retained earnings	83,341	78,933

Total stockholders' equity	84,860	79,495

Total liabilities and stockholders' equity	\$ 125,166	\$ 113,606
=====		

The accompanying notes are an integral part of these statements.

Edgar Filing: AAON INC - Form 10-Q

-1-

AAON, Inc., and Subsidiaries
Consolidated Statements of Income
(unaudited)

	Three Months Ended		June 30, 2005
	June 30, 2006	June 30, 2005	
	(in thousands, except share and per s		
Net sales	\$ 59,137	\$ 45,394	\$ 11
Cost of sales	49,018	37,022	9
Gross profit	10,119	8,372	2
Selling, general and administrative expenses	4,853	3,810	
Income from operations	5,266	4,562	1
Interest expense	(10)	(4)	
Interest income	15	11	
Other income	138	54	
Income before income taxes	5,409	4,623	1
Income tax provision	1,954	1,498	
Net income	\$ 3,455	\$ 3,125	\$
Earnings per share:			
Basic	\$ 0.28	\$ 0.25	\$
Diluted	\$ 0.27	\$ 0.24	\$
Weighted average shares outstanding:			
Basic	12,315,485	12,360,071	12,29
Diluted	12,666,393	12,786,294	12,65

The accompanying notes are an integral part of these statements.

-2-

AAON, Inc., and Subsidiaries
Consolidated Statements of Stockholders' Equity and Comprehensive Income
(unaudited)

	Common Stock Shares	Amount	Paid-in Capital	Accumulated Other Comprehensive Income

Edgar Filing: AAON INC - Form 10-Q

(in thousands)

Balance at December 31, 2005	12,234	\$ 49	\$ -	\$ 513
Comprehensive income:				
Net income	-	-	-	-
Foreign currency translation adjustment	-	-	-	335
Total comprehensive income				
Stock options exercised, including tax benefits	195	-	2,272	-
Share based compensation	-	-	236	-
Stock repurchased and retired	(93)	-	(1,886)	-
Dividend payment	-	-	-	-
Balance at June 30, 2006	12,336	\$ 49	\$ 622	\$ 848

The accompanying notes are an integral part of these statements.

-3-

AAON, Inc., and Subsidiaries
Consolidated Statements of Cash Flows
(unaudited)

Six Months
Ended
June 30, 2006

	(in thousand)
OPERATING ACTIVITIES	
Net income	\$ 7,198
Adjustments to reconcile net income to net cash provided by operating activities:	
Depreciation	4,478
Provision for losses on accounts receivable	375
Loss on disposition of assets	-
Share-based compensation	236
Excess tax benefits from stock options exercised	(1,270)
Deferred income taxes	(298)
Changes in assets and liabilities:	
Accounts receivable	(5,525)
Inventories	(187)
Prepaid expenses	658
Accounts payable	4,838
Accrued liabilities	961
Net cash provided by operating activities	11,464
INVESTING ACTIVITIES	
Proceeds from matured certificate of deposit	2,000
Investment in certificate of deposit	(2,000)
Notes receivable, long-term	-
Capital expenditures	(12,337)
Net cash used in investing activities	(12,337)

Edgar Filing: AAON INC - Form 10-Q

FINANCING ACTIVITIES

Borrowings under revolving credit facility	22,810
Payments under revolving credit facility	(20,585)
Payments of long-term debt	(54)
Stock options exercised	1,002
Excess tax benefits from stock options exercised	1,270
Repurchase of stock	(2,199)
Cash dividends paid to stockholders	(2,478)

Net cash used in financing activities	(234)

Effect of exchange rate on cash	336

Net decrease in cash and cash equivalents	(771)

Cash and cash equivalents, beginning of year	837

Cash and cash equivalents, end of period	\$ 66
	=====

The accompanying notes are an integral part of these statements.

-4-

AAON, Inc., and Subsidiaries
Notes to the Consolidated Financial Statements
June 30, 2006
(unaudited)

1. BASIS OF PRESENTATION

The financial statements included herein have been prepared by the Company, without audit, pursuant to the rules and regulations of the Securities and Exchange Commission (SEC). Certain information and footnote disclosures normally included in financial statements prepared in accordance with accounting principles generally accepted in the United States have been condensed or omitted pursuant to such rules and regulations. The Company believes that the disclosures made in these financial statements are adequate to make the information presented not misleading when read in conjunction with the financial statements and the notes thereto included in the Company's latest audited financial statements which were included in the Form 10-K Report for the fiscal year ended December 31, 2005, filed by AAON, Inc. with the SEC. In the opinion of management, the accompanying financial statements include all normal, recurring adjustments required for a fair presentation of the results of the periods presented. Operating results for the six months ended June 30, 2006, are not necessarily indicative of the results that may be expected for the year ending December 31, 2006.

Currency

Foreign currency transactions and financial statements are translated in accordance with Statement of Financial Standards No. 52, Foreign Currency Translations. The Company uses the U.S. dollar as its functional currency, except for the Company's Canadian subsidiaries, which use the Canadian dollar. Adjustments arising from translation of the Canadian subsidiaries' financial statements are reflected in the Consolidated Statement of Stockholders' Equity. Transaction gains or losses that arise from exchange rate fluctuations applicable to transactions are denominated in Canadian currency and are included in the results of operations as incurred.

Edgar Filing: AAON INC - Form 10-Q

New Accounting Pronouncements

FASB (Financial Accounting Standards Board) Statement 123(R) replaces FASB Statement No.123, Accounting for Stock-Based Compensation, and supersedes APB Opinion No. 25, Accounting for Stock Issued to Employees. The Statement requires measurement of the cost of employee services received in exchange for an award of equity instruments based on the grant-date fair value of the award. The compensation cost will be recognized over the period of time during which an employee is required to provide service in exchange for the award. The Statement applies to all awards granted and any unvested awards at December 31, 2005. Effective January 1, 2006, the Company adopted the fair value recognition method of Statement of Financial Accounting Standards No. 123(R) Accounting for Stock Based Compensation (SFAS 123R), using the modified-prospective-transition method.

FASB Statement 151, Inventory Costs, replaces Accounting Research Bulletin No. 43, Chapter 4, Inventory Pricing. The Statement requires that abnormal amounts of idle facility expense, freight, handling costs and spoilage should be expensed as incurred and not included in overhead as an inventory cost. The new statement also requires that allocation of fixed production overhead costs should be based on normal capacity of the production facilities. The Statement was effective January 1, 2006. The adoption of this statement did not have a material impact on the Company's Consolidated Financial Statements.

In July 2006, the FASB released FASB Interpretation No. 48, Accounting for Uncertainty in Income Taxes, an Interpretation of FASB Statement 109. FIN 48 clarifies the accounting for uncertain tax positions as described in SFAS No. 109, Accounting for Income Taxes, and requires a company to recognize, in its financial statements, the impact of a tax position only if that position is "more likely than not" of being sustained on an audit basis solely on the technical merits of the position. FIN 48 also requires qualitative and quantitative disclosures including a discussion of reasonably possible changes that might occur in the recognized tax benefits over the next twelve months as well as a roll-forward of all unrecognized tax benefits. FIN 48 is effective for fiscal years beginning after December 15, 2006. The Company is currently evaluating the effect FIN 48 will have on the Company's Consolidated Financial Statements.

-5-

2. STOCK COMPENSATION

The Company maintains a stock option plan for key employees, directors and consultants. The Company's stock option plan provided for 2,925,000 shares of common stock to be issued under the plan. Under the terms of the plan, the exercise price of shares granted may not be less than 85% of the fair market value at the date of the grant. Options granted to directors prior to May 25, 2004, vest one year from the date of grant and are exercisable for nine years thereafter. Options granted to directors on or after May 25, 2004, vest one-third each after 1-3 years. All other options granted vest at a rate of 20% per year, commencing one year after date of grant, and are exercisable during years 2-10.

Prior to January 1, 2006, the Company accounted for its nonqualified stock options under the recognition and measurement principles of APB Opinion No. 25, Accounting for Stock Issued to Employees, and related interpretations. Under APB 25, no stock-based employee compensation cost was reflected in net income, as all options granted under the plan qualified for "fixed" plan accounting and had an exercise price equal to the market value of the underlying common stock on the date of grant. The Company had adopted the disclosure-only provisions of

Edgar Filing: AAON INC - Form 10-Q

Statement of Financial Accounting Standards No. 123, Accounting for Stock Based Compensation (SFAS 123). No stock based compensation cost was recognized in the Consolidated Statements of Income for the six months ended June 30, 2005. Effective January 1, 2006, the Company adopted the fair value recognition method of Statement of Financial Accounting Standards No. 123(R) Share-Based Payment (SFAS 123R), using the modified-prospective-transition method. Under that transition method, compensation cost recognized in the first six months of 2006 includes all share-based payments granted prior to, but not yet vested as of January 1, 2006, and compensation cost for all share-based payments granted subsequent to January 1, 2006. The compensation cost is based on the grant date fair value calculated using a Black-Scholes-Merton Option Pricing Model in accordance with provisions of Statement 123(R).

For the three month period and the six month period ended June 30, 2006, the Company recognized approximately \$107,000 and \$233,000, respectively, in pre-tax compensation expense in the Consolidated Statement of Income related to the stock option plan. The total pre-tax compensation cost related to nonvested stock options not yet recognized as of June 30, 2006, is \$1.7 million and is expected to be recognized over a weighted-average period of 2.7 years.

The effect on net income and earnings per share if the Company had applied the fair value recognition provisions of SFAS No. 123, Accounting for Stock-Based Compensation, to stock-based employee compensation is as follows:

	Three Months Ended June 30, 2006	June 30, 2005	Six Months Ended June 30, 2006

	(in thousands, except share data)		
Net income as reported	\$3,455	\$3,125	\$7,198
Deduct additional compensation expense determined under fair value method for all awards, net of related tax effects	-	(105)	-

Pro forma net income	\$3,455	\$3,020	\$7,198
	=====		
Earnings per share:			
Basic, as reported	\$ 0.28	\$ 0.25	\$ 0.59

Basic, pro forma	\$ 0.28	\$ 0.24	\$ 0.59
	=====		
Diluted, as reported	\$ 0.27	\$ 0.24	\$ 0.57

Diluted, pro forma	\$ 0.27	\$ 0.24	\$ 0.57
	=====		

The following assumptions were used to determine the fair value of the unvested stock options on the original grant date for expense recognition purposes for options granted during the six months ended June 30, 2006 and for pro forma disclosure purposes for the six months ended June 30, 2005:

Edgar Filing: AAON INC - Form 10-Q

	Six Months Ended	
	June 30, 2006	June 30, 2005

Directors and Officers:		
Expected dividend yield	1.65%	-
Expected volatility	36.48%	33.13%
Risk-free interest rate	5.15%	3.94%
Expected life	8.0 yrs	8.0 yrs
Employees:		
Expected dividend yield	1.65%	-
Expected volatility	36.48%	33.13%
Risk-free interest rate	5.15%	3.94%
Expected life	6.30 yrs	8.0 yrs

A summary of option activity under the plan as of June 30, 2006, is as follows:

Options	Shares (000)	Weighted Average Exercise Price	Weighted Average Remaining Contractual Term	Agg Int Valu
-----	-----	-----	-----	-----
Outstanding at 1-1-06	1,113,680	7.51		
Granted	75,000	25.01		
Exercised	(194,575)	5.15		
Forfeited or Expired	(19,500)	14.94		
-----	-----	-----	-----	-----
Outstanding at 6-30-06	974,605	9.20	4.1	
=====	=====	=====	=====	=====
Exercisable at 6-30-06	772,585	6.40	2.8	
=====	=====	=====	=====	=====

The weighted average grant date fair value of options granted during 2006 was \$9.82. The total intrinsic value of options exercised during 2006 was \$3.9 million.

A summary of the status of the non vested shares as of June 30, 2006, is as follows:

	Shares	Weighted Average Grant Date Fair Value
	-----	-----
Nonvested at 1-1-06	197,420	7.73
Granted	75,000	9.82
Vested	(50,900)	7.33
Forfeited	(19,500)	7.49
-----	-----	-----
Nonvested at 6-30-06	202,020	8.63
=====	=====	=====

Edgar Filing: AAON INC - Form 10-Q

3. CASH AND CASH EQUIVALENTS

Cash and cash equivalents consist of bank deposits and highly liquid, interest-bearing money market funds with initial maturities of three months or less.

4. CERTIFICATE OF DEPOSIT

At June 30, 2006, the Company had invested \$1 million in a 30-day certificate of deposit that bears interest at 4.61% per annum and matures on July 6, 2006.

5. ACCOUNTS RECEIVABLE

The Company grants credit to its customers and performs ongoing credit evaluations. The Company generally does not require collateral or charge interest. The Company establishes an allowance for doubtful accounts based upon factors surrounding the credit risk of specific customers, historical trends, economic and market conditions and the age of the receivable. Past due accounts are generally written off against the allowance for doubtful accounts only after all collection attempts have been exhausted.

Accounts receivable and the related allowance for doubtful accounts are as follows:

	June 30, 2006	December 2005

(in thousands)		
Accounts receivable	\$ 38,012	\$ 33,000
Less: allowance for doubtful accounts	(375)	()
	-----	-----
Total, net	\$ 37,637	\$ 32,000
	=====	=====

	June 30, 2006	June 2005

Six Months Ended		
(in thousands)		
Allowance for doubtful accounts:		
Balance, beginning of period	\$ 685	\$ 685
Provision for losses on accounts receivable, net of adjustments to provision	(28)	()
Accounts receivable written off, net of recoveries	(282)	()
	-----	-----
Balance, end of period	\$ 375	\$ 375
	=====	=====

6. INVENTORIES

Inventories are valued at the lower of cost or market. Cost is determined by the first-in, first-out (FIFO) method. The Company establishes an allowance for excess and obsolete inventories based on product line changes, the feasibility of substituting parts and the need for supply and replacement parts. At June 30, 2006, and December 31, 2005, inventory balances and the related changes in the

Edgar Filing: AAON INC - Form 10-Q

allowance for excess and obsolete inventories account are as follows:

	June 30, 2006	December 2005

	(in thousands)	
Raw materials	\$ 18,139	\$ 18,139
Work in process	2,204	1,204
Finished goods	3,902	3,902

	24,245	24,245
Less: Inventory reserve	(350)	(350)

Total, net	\$ 23,895	\$ 23,895
	=====	

-8-

	June 30, 2006	June 2005

	(in thousands)	
Allowance for excess and obsolete inventories:		
Balance, beginning of period	\$ 350	\$ 1,204
Provision for excess and obsolete inventories	-	-
Adjustments to reserve	-	-

Balance, end of period	\$ 350	\$ 1,204
	=====	

7. ACCRUED LIABILITIES

At June 30, 2006, and December 31, 2005, accrued liabilities were comprised of the following:

	June 30, 2006	December 2005

	(in thousands)	
Warranty	\$ 6,814	\$ 6,814
Commissions	6,922	8,922
Payroll	1,059	1,059
Income taxes	-	-
Workers' compensation	494	494
Medical self-insurance	897	897
Other	1,332	1,332

Total	\$ 17,518	\$ 17,518
	=====	

8. REVOLVING CREDIT FACILITY

The Company's revolving credit facility provides for maximum borrowings of \$15.2 million. Interest on borrowings is payable monthly at the Wall Street Journal prime rate less .5% or LIBOR plus 1.6%, at the election of the Company with a maturity date of June 30, 2006. On July 30, 2006, the company renewed the line of credit with a new maturity date of July 30, 2007. At June 30, 2006, the Company had \$2.2 million in borrowings under the revolving credit facility compared to \$258,000 at June 30, 2005. The Company had no borrowings under the revolving credit facility at December 31, 2005. Borrowings available under the revolving credit facility at June 30, 2006, were \$12.4 million. In addition, the Company has a \$600,000 letter of credit that expires December 31, 2006. The credit facility previously required the Company to maintain a certain financial ratio and prohibited the declaration of cash dividends. On February 14, 2006, the Board of Directors voted to initiate a semi-annual cash dividend of \$0.20 per share to the holders of the outstanding Common Stock of the Company as of the close of business on June 12, 2006, the record date, payable on July 3, 2006. In conjunction with the Board's vote on February 14th, the restriction of payments of dividends was waived by the lender and removed from the covenants with the renewal of the line of credit July 30, 2006. At June 30, 2006, the Company was in compliance with its financial ratio covenants.

9. EARNINGS PER SHARE

The following table sets forth the computation of basic and diluted earnings per share:

	Three Months Ended June 30, 2006	June 30, 2005	Si June 30 2006
----- (in thousands, except share and per			
Numerator:			
Net income	\$ 3,455	\$ 3,125	\$ 7,198
Denominator:			
Denominator for basic earnings per share - Weighted average shares	12,315,485	12,360,071	12,296,426
Effect of dilutive employee stock options	350,908	426,223	353,775
	-----	-----	-----
Denominator for diluted earnings per share- Weighted average shares	12,666,393	12,786,294	12,650,201
	=====	=====	=====
Basic earnings per share	\$ 0.28	\$ 0.25	\$ 0.59
	=====	=====	=====
Diluted earnings per share	\$ 0.27	\$ 0.24	\$ 0.57
	=====	=====	=====
Anti-dilutive shares			75,000
			=====
Weighted average exercise price			\$ 25.01
			=====

-10-

10. STOCK REPURCHASE

Following repurchases of approximately 12% of its outstanding Common Stock between September 1999 and September 2001, the Company announced and began its current stock repurchase program on October 17, 2002, targeting repurchases of up to an additional 10% (1,325,000 shares) of its outstanding stock. Through June 30, 2006, the Company had repurchased a total of 1,257,864 shares under the current program for an aggregate price of \$22,034,568, or an average of \$17.52 per share. On February 14, 2006, the Board of Directors approved the suspension of the Company's repurchase program.

On July 1, 2005, the Company entered into a stock repurchase arrangement by which employee-participants in AAON's 401K Savings and Investment Plan are entitled to have shares of AAON stock in their accounts sold to the Company to provide diversification of their investments. Through June 30, 2006, the Company repurchased 187,771 shares for an aggregate price of \$3,786,310 or an average price of \$20.16 per share.

11. CONTINGENCIES

The Company is subject to claims and legal actions that arise in the ordinary course of business. Management believes that the ultimate liability, if any, will not have a material effect on the Company's results of operations or financial position.

-11-

Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations.

AAON engineers, manufactures and markets air-conditioning and heating equipment consisting of standardized and custom rooftop units, chillers, air-handling units, make-up units, heat recovery units, condensing units and coils.

AAON sells its products to property owners and contractors through a network of manufacturers' representatives and its internal sales force. Demand for the Company's products is influenced by national and regional economic and demographic factors. The commercial and industrial new construction market is subject to cyclical fluctuations in that it is generally tied to housing starts, but has a lag factor of 6-18 months. Housing starts, in turn, are affected by such factors as interest rates, the state of the economy, population growth and the relative age of the population. When new construction is down, the Company emphasizes the replacement market.

The principal components of cost of goods sold are labor, raw materials, component costs, factory overhead, freight out and engineering expense. The principal raw materials used in AAON's manufacturing processes are steel, copper and aluminum. The major component costs include compressors, electric motors and electronic controls.

Selling, general, and administrative ("SG&A") costs include the Company's internal sales force, warranty costs, profit sharing and administrative expense. Warranty expense is estimated based on historical trends and other factors. The Company's warranty on its products is: for parts only, the earlier of one year from the date of first use or 14 months from date of shipment; compressors (if applicable), an additional four years, on gas-fired heat exchangers (if

Edgar Filing: AAON INC - Form 10-Q

applicable), 15 years, and on stainless steel heat exchangers (if applicable), 25 years.

The Company's operations in Burlington, Ontario, Canada, are located at 279 Sumach Drive, consisting of an 82,000 sq. ft. office/manufacturing facility on a 5.6 acre tract of land.

The office facilities of AAON, Inc. consist of a 337,000 square foot building (322,000 sq. ft. of manufacturing/warehouse space and 15,000 sq. ft. of office space) located at 2425 S. Yukon Avenue, Tulsa, Oklahoma (the "original facility"), and a 563,000 square foot manufacturing/warehouse building and a 22,000 square foot office building (the "expansion facility") located across the street from the original facility at 2440 S. Yukon Avenue. The Company utilizes 39% of the expansion facility and the remaining 61% is leased to a third party. The operations of AAON Coil Products, Inc. are conducted in a plant/office building at 203-207 Gum Springs Road in Longview, Texas, containing 258,000 square feet (251,000 sq. ft. of manufacturing/warehouse and 7,000 sq. ft. of office space). In 2004 and 2005, AAON Coil Products purchased an additional 15 acres of land for future expansion.

-12-

Set forth below is unaudited income statement information with respect to the Company for the periods ended June 30, 2006, and 2005:

	Three Months Ended		Six
	June 30, 2006	June 30, 2005	June 30, 2006
	(In thousands)		
Net sales	\$ 59,137	\$ 45,394	\$ 112,757
Cost of sales	49,018	37,022	92,254
Gross profit	10,119	8,372	20,503
Selling, general and administrative expenses	4,853	3,810	9,418
Income from operations	5,266	4,562	11,085
Interest expense	(10)	(4)	(22)
Interest income	15	11	24
Other income	138	54	264
Income before income taxes	5,409	4,623	11,351
Income tax provision	1,954	1,498	4,153
Net income	\$ 3,455	\$ 3,125	\$ 7,198

Results of Operations

Net sales increased \$13.7 million (30.3%) to \$59.1 million from \$45.3 million for the three months ended June 30, 2006, and \$24.6 million (27.9%) to \$112.8 million from \$88.1 million for the six months ended June 30, 2006, compared to

Edgar Filing: AAON INC - Form 10-Q

the same periods in 2005. Increased sales were attributable to an increase in volume of product sold related to an improvement of the commercial and industrial construction industry, the Company's new and redesigned products being favorably received by its customers, and price increases.

Gross profit increased \$1.7 million (20.9%) to \$10.1 million from \$8.4 million for the three months ended June 30, 2006, and increased \$2.1 million (11.3%) to \$20.5 million from \$18.4 million for the six months ended June 30, 2006, compared to the same periods in 2005. Gross margins were 17.1% compared to 18.4% for the three months ended June 30, 2006 and June 30, 2005, respectively, and were 18.2% compared to 20.9% for the six months ended June 30, 2006 and June 30, 2005, respectively. The decrease in gross margin percent was due primarily to continuing increases in copper and steel prices, an increase in manufacturing expense and inbound and outbound transportation charges related to the increase in fuel costs offset in part by price increases. The increase in total gross profits was due primarily to increased volume of product sold.

Steel, copper and aluminum are high volume materials used in the manufacturing of the Company's products, which are obtained from domestic suppliers. The Company experienced increased copper and steel prices during the first six months of the year with some stabilization of copper pricing during the second quarter. The Company also purchases from other domestic manufacturers certain components, including compressors, electric motors and electrical controls used in its products. The suppliers of these components are significantly affected by the rising raw material costs as steel, copper and aluminum are used in the manufacturing of their products. The Company is also experiencing price increases from component part suppliers. The Company attempts to limit the impact of price increases on these materials by entering into cancelable fixed price contracts with its major suppliers for periods of 6-12 months.

-13-

Selling, general and administrative expenses increased \$1.0 million (27.4%) to \$4.9 million from \$3.8 million for the three months ended June 30, 2006, and increased \$.8 million (9.9%) to \$9.4 million from \$8.6 million for the six months ended June 30, 2006, compared to the same periods in 2005. The increase was due primarily to an increase in warranty and sales expenses related to increased sales.

The decrease in the income tax provision effective tax rate to 37% from 39.5% was related to the impact of state and foreign taxes.

Financial Condition and Liquidity

Net accounts receivable increased \$5.2 million from \$32.4 million at December 31, 2005, to \$37.6 million at June 30, 2006, due to the increase in sales.

Inventories increased \$187,000 to \$23,895,000 at June 30, 2006, compared to \$23,708,000 at December 31, 2005, due to the timing of procurement of raw material and purchased parts required to accommodate increases sales.

Accounts payable and accrued liabilities increased \$4.5 million to \$34.0 million at June 30, 2006, compared to \$29.5 million at December 31, 2005, due primarily to an increase in expenses and timing of payments to vendors.

The Company generated \$11.5 million and \$6.1 million cash from operating activities during the six months ended June 30, 2006, and June 30, 2005, respectively. The increase in 2006 related primarily to an increase in net income and the timing of accounts payable payments and receipt of accounts receivable.

Edgar Filing: AAON INC - Form 10-Q

Cash flows used in investing activities were \$12.3 million for the six months ended June 30, 2006, and \$5.0 million for the six months ended June 30, 2005. Cash flows used in investing activities in 2006 and in 2005 were related primarily to capital expenditures for additions of machinery and equipment. All capital expenditures were financed out of cash generated from operations.

Cash flows used in financing activities were \$234,000 and \$1.7 million during the six months ended June 30, 2006, and June 30, 2005, respectively. The cash flows used in financing activities in 2006 included the effects of stock options exercised and the related excess tax benefits. On February 14, 2006, the board of Directors voted to initiate a semi-annual cash dividend of \$0.20 per share to the holders of the outstanding Common Stock of the Company as of the close of business on June 12, 2006, the record date, payable on July 3, 2006. The dividend payment of \$2.4 million was financed primarily by the revolving credit facility on June 30, 2006. On July 1, 2005, the Company entered into a stock repurchase arrangement by which employee-participants in AAON's 401K Savings and Investment Plan are entitled to have shares of AAON stock in their accounts sold to the Company to provide diversification of their investments. Through June 30, 2006, the Company repurchased 187,771 shares for an aggregate price of \$3.8 million. The cash used in financing activities in 2005 was related primarily to net borrowings under the revolving credit agreement. The Company's revolving credit facility provides for maximum borrowings of \$15.2 million. Interest on borrowings is payable monthly at the Wall Street Journal prime rate less .5% or LIBOR plus 1.6%, at the election of the Company. The Company's borrowings under the revolving credit facility were \$2.2 million compared to \$258,000 at June 30, 2006 and June 30, 2005, respectively. Borrowings available under the revolving credit facility at June 30, 2006, were \$12.4 million. In addition, the Company has a \$600,000 letter of credit that expires December 31, 2006. The credit facility requires that the Company maintain a certain financial ratio. A restriction of payments of dividends was waived by the lender on February 14th, and removed from the covenants with the renewal of the line of credit on July 30, 2006. On July 30, 2006, the Company renewed the line of credit with a maturity date of July 30, 2007. At June 30, 2006, the Company was in compliance with its financial ratio covenants.

-14-

Management believes the Company's bank revolving credit facility (or comparable financing), and projected cash flows from operations will provide the necessary liquidity and capital resources to the Company for a minimum of the next twelve months. The Company's belief that it will have the necessary liquidity and capital resources is based upon its knowledge of the HVAC industry and its place in that industry, its ability to limit the growth of its business if necessary, and its relationship with its existing bank lender. For information concerning the Company's revolving credit facility at June 30, 2006, see Note 8 to the financial statements included in this report.

Critical Accounting Policies

The preparation of financial statements in conformity with accounting principles generally accepted in the United States requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosures of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Because these estimates and assumptions require significant judgment, future actual results could differ from those estimates and could have a significant impact on the Company's results of operations, financial position and cash flows. The Company reevaluates its estimates and assumptions on a monthly basis.

The following accounting policies may involve a higher degree of estimation or

Edgar Filing: AAON INC - Form 10-Q

assumption:

Allowance for Doubtful Accounts - The Company establishes an allowance for doubtful accounts based upon factors surrounding the credit risk of specific customers, historical trends in collections and write-offs, current customer status, the age of the receivable, economic conditions and other information. Aged receivables are reviewed on a monthly basis to determine if the reserve is adequate and adjusted accordingly at that time.

Inventory Reserves - The Company establishes a reserve for inventories based on the change in inventory requirements due to product line changes, the feasibility of using obsolete parts for upgraded part substitutions, the required parts needed for part supply sales, replacement parts and for estimated shrinkage.

Warranty - A provision is made for estimated warranty costs at the time the product is shipped and revenue is recognized. The warranty period is: for parts only, the earlier of one year from the date of first use or 14 months from date of shipment; compressors (if applicable), an additional four years; on gas-fired heat exchangers (if applicable), 15 years; and on stainless steel heat exchangers (if applicable), 25 years. Warranty expense is estimated based on the Company's warranty period, historical warranty trends and associated costs, and any known identifiable warranty issue. Due to the absence of warranty history on new products, an additional provision may be made for such products.

Medical Insurance - A provision is made for medical costs associated with the Company's Medical Employee Benefit Plan, which is primarily a self-funded plan. A provision is made for estimated medical costs based on historical claims paid and any known potential of significant future claims. The plan is supplemented by employee contributions and an excess policy for claims over \$100,000 each.

Historically, reserves have been within management's expectations.

New Accounting Pronouncements

FASB (Financial Accounting Standards Board) Statement 123(R), Accounting for Stock-Based Compensation replaces FASB Statement No.123, Accounting for Stock-Based Compensation, and supersedes APB Opinion No. 25, Accounting for Stock Issued to Employees. The Statement requires measurement of the cost of employee services received in exchange for an award of equity instruments based on the grant-date fair value of the award. The compensation cost will be recognized over the period of time during which an employee is required to provide service in exchange for the award, which will be the vesting period. The Statement applies to all awards granted and any unvested awards at December 31, 2005. Effective January 1, 2006, the Company adopted the fair value recognition method of Statement of Financial Accounting Standards No. 123(R) Share-Based Payments (SFAS 123R), using the modified-prospective-transition method.

FASB Statement 151, Inventory Costs, replaces Accounting Research Bulletin No. 43, Chapter 4, Inventory Pricing. The Statement requires that abnormal amounts of idle facility expense, freight, handling costs and spoilage should be expensed as incurred and not included in overhead as an inventory cost. The new statement also requires that allocation of fixed production overhead costs should be based on normal capacity of the production facilities. The Statement was effective January 1, 2006. The adoption of this statement did not have a material impact on the Company's consolidated financial statements.

-15-

In July 2006, the FASB released FASB Interpretation No. 48, Accounting for Uncertainty in Income Taxes, an Interpretation of FASB Statement 109. FIN 48

Edgar Filing: AAON INC - Form 10-Q

clarifies the accounting for uncertain tax positions as described in SFAS No. 109, Accounting for Income Taxes, and requires a company to recognize, in its financial statements, the impact of a tax position only if that position is "more likely than not" of being sustained on an audit basis solely on the technical merits of the position. FIN 48 also requires qualitative and quantitative disclosures including a discussion of reasonably possible changes that might occur in the recognized tax benefits over the next twelve months as well as a roll-forward of all unrecognized tax benefits. FIN 48 is effective for fiscal years beginning after December 15, 2006. The Company is currently evaluating the effect FIN 48 will have on the Company's Consolidated Financial Statements.

Forward-Looking Statements

This Annual Report includes "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. Words such as "expects", "anticipates", "intends", "plans", "believes", "seeks", "estimates", "will", and variations of such words and similar expressions are intended to identify such forward-looking statements. These statements are not guarantees of future performance and involve certain risks, uncertainties and assumptions, which are difficult to predict. Therefore, actual outcomes and results may differ materially from what is expressed or forecasted in such forward-looking statements. Readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of the date on which they are made. The Company undertakes no obligations to update publicly any forward-looking statements, whether as a result of new information, future events or otherwise. Important factors that could cause results to differ materially from those in the forward-looking statements include (1) the timing and extent of changes in raw material and component prices, (2) the effects of fluctuations in the commercial/industrial new construction market, (3) the timing and extent of changes in interest rates, as well as other competitive factors during the year, and (4) general economic, market or business conditions.

Item 3. Quantitative and Qualitative Disclosures About Market Risk.

The Company is subject to interest rate risk on its revolving credit facility which bears variable interest based upon a prime or LIBOR rate. The Company had an outstanding balance of \$2.2 million as of June 30, 2006.

Foreign sales accounted for less than 4% of the Company's sales in 2006 and the Company accepts payment for such sales in U.S. and Canadian dollars; therefore, the Company believes it is not exposed to significant foreign currency exchange rate risk on these sales. Foreign currency transactions and financial statements are translated in accordance with Statement of Financial Standards No. 52, Foreign Currency Translation. The Company uses the U.S. dollar as its functional currency, except for the Company's Canadian subsidiaries, which use the Canadian dollar. Adjustments arising from translation of the Canadian subsidiaries' financial statements are reflected in Consolidated Statements of Stockholders' Equity. Transaction gains or losses that arise from exchange rate fluctuations applicable to transactions are denominated in Canadian currency and are included in the results of operations as incurred.

Important raw materials purchased by the Company are steel, copper and aluminum, which are subject to price fluctuations. The Company attempts to limit the impact of price increases on these materials by entering cancelable fixed price contracts with its major suppliers for periods of 6 -12 months. However, in 2006 cost increases in basic commodities, such as steel, copper and aluminum, severely impacted profit margins.

The Company does not utilize derivative financial instruments to hedge its interest rate or raw materials price risks.

Item 4. Controls and Procedures.

(a) Evaluation of Disclosure Controls and Procedures

At the end of the period covered by this Quarterly Report on Form 10-Q, the Company's management, under the supervision and with the participation of the Company's Chief Executive Officer and Chief Financial Officer, has evaluated the effectiveness of the design and operation of the Company's disclosure controls and procedures. Based on that evaluation, the Company's Chief Executive Officer and Chief Financial Officer believe that:

- o The Company's disclosure controls and procedures are designed to ensure that information required to be disclosed by the Company in the reports it files under the Securities Exchange Act of 1934 is recorded, processed, summarized and reported within the time periods specified in the SEC's rules and forms; and
- o The Company's disclosure controls and procedures operate such that important information flows to appropriate collection and disclosure points in a timely manner and are effective to ensure that such information is accumulated and communicated to the Company's management, and made known to the Company's Chief Executive Officer and Chief Financial Officer, particularly during the period when this Quarterly Report was prepared, as appropriate to allow timely decisions regarding the required disclosure.

AAON's Chief Executive Officer and Chief Financial Officer have evaluated the Company's disclosure controls and procedures and concluded that these controls and procedures were effective as of June 30, 2006.

(b) Management's Quarterly Report on Internal Control over Financial Reporting

The management of AAON, Inc. and its subsidiaries (AAON) is responsible for establishing and maintaining adequate internal control over financial reporting. AAON's internal control system was designed to provide reasonable assurance to the Company's management and Board of Directors regarding the preparation and fair presentation of published financial statements.

All internal control systems, no matter how well designed, have inherent limitations. Therefore, even those systems determined to be effective can provide only reasonable assurance with respect to financial statement preparation and presentation.

In making its assessment of internal control over financial reporting, management used the criteria issued by the Committee of Sponsoring Organizations of the Treadway Commission (COSO) in Internal Control--Integrated Framework. Based on our assessment, we believe that, as of June 30, 2006, the Company's internal control over financial reporting is effective based on those criteria.

(c) Changes in Internal Control over Financial Reporting

There have been no changes in internal control over financial reporting that occurred during 2006 that have materially affected, or are reasonably likely to materially affect, the Company's internal control over financial reporting.

Edgar Filing: AAON INC - Form 10-Q

PART II - OTHER INFORMATION

Item 1A. Risk Factors.

There have been no material changes from risk factors as previously disclosed in registrant's Form 10-K in response to Item 1A, to Part I of Form 10-K.

Item 2. Unregistered Sales of Equity and Securities and Use of Proceeds.

Following repurchases of approximately 12% of its outstanding Common Stock between September 1999 and September 2001, the Company announced and began its current stock repurchase program on October 17, 2002, targeting repurchases of up to an additional 10% (1,325,000 shares) of its outstanding stock. Through June 30, 2006, the Company had repurchased a total of 1,257,864 shares under the current program for an aggregate price of \$22,034,568, or an average of \$17.52 per share. On February 14, 2006, the Board of Directors approved the suspension of the Company's repurchase program.

On July 1, 2005, the Company entered into a stock repurchase arrangement by which employee-participants in AAON's 401K Savings and Investment Plan are entitled to have shares of AAON stock in their accounts sold to the Company to provide diversification of their investments. Through June 30, 2006, the Company repurchased 187,771 shares for an aggregate price of \$3,786,310 or an average price of \$20.16 per share.

Item 4. Submission of Matters to a Vote of Security Holders.

At the Company's Annual Meeting of Stockholders held on May 31, 2006, Norman H. Asbjornson, John B. Johnson, Jr., and Charles C. Stephenson, Jr., were reelected as directors for three-year terms by votes of 9,652,527, 9,546,042 and 10,626,579, shares, respectively "For"; 1,003,705, 1,110,190 and 29,653 shares, respectively, "Against"; and 83,925 shares each "Withheld Authority". Other directors whose terms of office continued after the meeting are: Thomas E. Naugle and Jerry E. Ryan whose terms end in 2007 and Anthony Pantaleoni and Jack E. Short whose terms end in 2008.

Item 5. Other Information.

Although the Company has paid no cash dividends from inception to date, on February 14, 2006, the Board of Directors voted to initiate a semi-annual cash dividend of \$0.20 per share to the holders of the outstanding Common Stock of the Company as of the close of business on June 12, 2006, the record date, payable on July 3, 2006.

-18-

Item 6. Exhibits.

(a) Exhibits

(i)	Exhibit 31.1	Section 302 Certification of CEO
(ii)	Exhibit 31.2	Section 302 Certification of CFO
(iii)	Exhibit 32.1	Section 1350 Certification of CEO
(iv)	Exhibit 32.2	Section 1350 Certification of CFO

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

Edgar Filing: AAON INC - Form 10-Q

undersigned thereunto duly authorized.

AAON, INC.

Dated: August 7, 2006

By: /s/ Norman H. Asbjornson

Norman H. Asbjornson
President/CEO

Dated: August 7, 2006

By: /s/ Kathy I. Sheffield

Kathy I. Sheffield
Vice President/CFO

-19-