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

FORM 10-Q

| $\begin{array}{ll}{[X]} & \text { QUARTERLY REPORT PURSUANT TO SECTION } 13 \text { OR } 15 \text { (d) } \\ & \text { OF THE SECURITIES EXCHANGE ACT OF } 1934\end{array}$ |
| :---: |
| For the quarterly period ended September 30, 2000 |
| OR |
| [ ] TRANSITION REPORT PURSUANT TO SECTION 13 OR $15(\mathrm{~d})$ OF THE SECURITIES EXCHANGE ACT OF 1934 |
| For the transition period from to |
| Commission File number 1-4982 |
| PARKER-HANNIFIN CORPORATION |
| (Exact name of registrant as specified in its charter) |
| OHIO 34-0451060 |
| (State or other (IRS Employer <br> jurisdiction of Identification No.) <br> incorporation)  |
| 6035 Parkland Blvd., Cleveland, Ohio 44124-4141 |
| (Address of principal executive offices) (Zip Code) |
| Registrant's telephone number, including area code: (216) 896-3000 |
| Indicate by check mark whether 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, and (2) has been subject to such filing requirements for the past 90 days. |
| Yes X No |
| Common Shares outstanding at September 30, 2000 116,451,517 |

PART I - FINANCIAL INFORMATION
PARKER-HANNIFIN CORPORATION CONSOLIDATED STATEMENT OF INCOME (DOLLARS IN THOUSANDS, EXCEPT PER SHARE AMOUNTS) (UNAUDITED)

## <TABLE>

<CAPTION>
Three Months Ended September 30,

2000
1999

| <S> | <C> |  | <C> |
| :---: | :---: | :---: | :---: |
| Net sales | \$ | 1,477,366 | \$ |
| 1,242,293 |  |  |  |
| Cost of sales |  | 1,151,264 |  |
| 976,621 |  |  |  |
| Gross profit |  | 326,102 |  |
| 265,672 |  |  |  |

## Selling, general and administrative expenses

Interest expense
21,168
14,543
Interest and other (income) expense, net
$(51,377)$
624
-------------

| Income before income taxes 112,357 | 193,870 |  |  |
| :---: | :---: | :---: | :---: |
| Income taxes | 68,824 |  |  |
| 38,763 |  |  |  |
| Net income | \$ | 125,046 | \$ |
| 73,594 |  |  |  |
| Earnings per share - basic | \$ | 1.10 | \$ |
| . 67 |  |  |  |
| Earnings per share - diluted | \$ | 1.09 | \$ |
| . 67 ( |  |  |  |
| Cash dividends per common share | \$ | . 17 | \$ |

. 17
</TABLE>

> See accompanying notes to consolidated financial statements.

## ASSETS

September 30,
2000


CS $>$ Crent assets:
Cash and cash equivalents
68,460
Accounts receivable, net
<C>
<C>
\$ 55,190

840,040
Inventories:
Finished products 525,921
483,017
Work in process
344,804
Raw materials
146,375
-_-----

974,196
Prepaid expenses 34,741
32,706
Deferred income taxes
73,711
Net assets held for sale
164,000
-------
Total current assets
2,399,469
2,153,113
Plant and equipment
2,714,250
Less accumulated depreciation
1,373,335
-_-----
1,340,915
Excess cost of investments over net assets acquired
$1,435,642$

570,740
-------
Total assets
4,646,299
$\qquad$

## LIABILITIES

- ----------------------

Current liabilities:

Notes payable
335,298
Accounts payable, trade
372,666
Accrued liabilities
394,131
Accrued domestic and foreign taxes
84,208
-_-----
Total current liabilities
1,186,303
Long-term debt
701,762
Pensions and other postretirement benefits
299,741
Deferred income taxes
77,939
Other liabilities
71,096
-_-----
Total liabilities
2,336,841

## SHAREHOLDERS' EQUITY

Serial preferred stock, $\$ .50$ par value; authorized 3,000,000 shares; none issued
--
Common stock, $\$ .50$ par value; authorized
600,000,000 shares; issued $116,601,904$ shares at
September 30 and $116,602,195$ shares at June 30 58,301
58,301

Additional capital
328,938
Retained earnings
2,165,625
Unearned compensation related to guarantee of ESOP debt
$(110,818)$
Deferred compensation related to stock options
1,304
Accumulated other comprehensive (loss)
$(125,458)$
$\qquad$

2,317,892
Less treasury shares, at cost:
150,387 shares at September 30
and 214,487 shares at June 30
$(8,434)$
-------
Total shareholders' equity
2,309,458
-------
Total liabilities and shareholders' equity
4,646,299
$=================$
</TABLE>
</TABLE>
596,109
360,787
419,789
109,832
$1,486,517$
953,434
303,909
111,401
80,295
$\qquad$
$2,935,556$

58,301
327,099
2,271,311
$(104,198)$
2,347
(154,776)
------------------
2,400,084
$(5,914)$
-------------------
$2,394,170$
------------------
\$ 5,329,726
------------
\$
$\qquad$
$\qquad$
<TABLE>
<CAPTION>



The Company operates in two industry segments: Industrial and Aerospace. The Industrial Segment is the largest and includes a significant portion of International operations.

Industrial - This segment produces a broad range of motion control and fluid systems and components used in all kinds of manufacturing, packaging, processing, transportation, mobile construction, agricultural and military machinery and equipment. Sales are made directly to major original equipment manufacturers (OEMs) and through a broad distribution network to smaller OEMs and the aftermarket.

Aerospace - This segment designs and manufactures products and provides aftermarket support for commercial, military and general aviation aircraft, missile and spacecraft markets. The Aerospace Segment provides a full range of systems and components for hydraulic, pneumatic and fuel applications.

Results by Business Segment:
<TABLE>
<CAPTION>

|  |  |  | nded |
| :---: | :---: | :---: | :---: |
|  |  | 00 |  |
| 1999 |  |  |  |
| <S> | <C> |  | <C> |
| Net sales <br> Industrial: |  |  |  |
| North America | \$ | 876,250 | \$ |
| 667,669 |  |  |  |
| International |  | 330,728 |  |
| 298,463 |  |  |  |
| Aerospace |  | 270,388 |  |
| 276,161 |  |  |  |
| Total | \$ | 1,477,366 | \$ |
| 1,242,293 |  |  |  |
| Segment operating income Industrial: |  |  |  |
| North America | \$ | 117,191 | \$ |
| 93,683 |  |  |  |
| International |  | 25,877 |  |
| 11,212 |  |  |  |
| Aerospace |  | 44,276 |  |
| 35,048 |  |  |  |
| Total segment operating income 139,943 |  | 187,344 |  |
| Corporate general and administrative expenses |  | 17,384 |  |

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Income before interest expense and other
169,960
125,830
Interest expense
21,168
14,543
Other
$(45,078)$
$(1,070)$
------------_
Income before income taxes
$\$$
$\qquad$

See accompanying notes to consolidated financial statements.

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-5-
$$

## PARKER-HANNIFIN CORPORATION

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

DOLLARS IN THOUSANDS, EXCEPT PER SHARE AMOUNTS
$\qquad$

1. Management representation

In the opinion of the Company, the accompanying unaudited consolidated financial statements contain all adjustments (consisting of only normal recurring accruals) necessary to present fairly the financial position as of September 30, 2000, the results of operations for the three months ended September 30, 2000 and 1999 and cash flows for the three months then ended.
2. Gain on sale of real property

During the first quarter of fiscal 2001 the Company recorded a $\$ 55.5$ million gain ( $\$ 34.7$ million after-tax or $\$ .30$ per share) realized on the sale of real property. The gain is reflected in the Income statement in the Interest and other (income) expense, net caption.
3. Earnings per share

The following table presents a reconciliation of the numerator and denominator of basic and diluted earnings per share for the three months ended September 30, 2000 and 1999.

| Three Months Ended September 30, |  |
| :---: | :---: |
| 2000 | 1999 |

## Numerator:

Net income applicable
to common shares \$ 125,046 \$3,594
Denominator:
Basic - weighted average common shares
113,929,685 109,069,288

Increase in weighted average from dilutive effect of exercise of stock options
632,296 1,025,434

Diluted - weighted average common shares, assuming exercise of stock options

| Basic earnings per share | \$ | 1.10 | $\$$ | .67 |
| :--- | :--- | :--- | :--- | :--- |

Diluted earnings per share \$ 1.09 . 67
7. Net assets held for sale

Net assets held for sale represents the estimated net cash proceeds and estimated net earnings during the holding period (including incremental interest expense on debt incurred in the acquisition) of the metal forming and building systems businesses, which were acquired as part of Commercial Intertech in fiscal 2000, and the specialty chemical and warranty businesses of Wynn's.

During the first quarter of fiscal 2001, approximately $\$ 10.6$ million of income from operations and $\$ 3.8$ million of interest expense were excluded from the Consolidated Income Statement and included in the carrying value of the net assets held for sale.
8. Financial Instruments

Effective July 1, 2000 the Company adopted the provisions of Statement of Financial Accounting Standards (SFAS) No. 133, "Accounting for Derivative Instruments and Hedging Activities." Due to the immaterial amount of derivative and hedging activity within the Company, the effect of adopting SFAS 133 on the Company's results of operations and financial position was immaterial.

## PARKER-HANNIFIN CORPORATION

FORM 10-Q
MANAGEMENT'S DISCUSSION AND ANALYSIS OF
FINANCIAL CONDITION AND RESULTS OF OPERATIONS

FOR THE THREE MONTHS ENDED SEPTEMBER 30, 2000
AND COMPARABLE PERIOD ENDED SEPTEMBER 30, 1999

## CONSOLIDATED STATEMENT OF INCOME

Net sales for the first quarter of fiscal 2001 were $\$ 1,477.4$ million, an 18.9 percent increase over prior-year first quarter sales of $\$ 1,242.3$ million. Without acquisitions, net sales increased 2.2 percent.

Income from operations for the current quarter were $\$ 163.7$ million, a 28.3 percent increase over the prior-year quarter income from operations of $\$ 127.5$ million. Included in the prior-year quarter income from operations was $\$ 5.0$ million in business realignment charges. As a percent of sales, the current-year operating income increased to 11.1 percent from 10.7 percent in the prior year, excluding the business realignment charges. Cost of sales, as a percent of sales, decreased to 77.9 percent from 78.4 percent, excluding the business realignment charges. The increasing margins reflect the improved operating performance across the Industrial International businesses, as well as in the Aerospace operations. Excluding business realignment charges, selling, general and administrative expenses, as a percent of sales, were 11.0 percent compared to 10.9 percent in the prior year.

Interest expense for the current-year quarter increased $\$ 6.6$ million due to higher average debt outstanding resulting from increased borrowings to complete acquisitions.

Interest and other (income) expense, net for the first quarter of fiscal 2001 includes a $\$ 55.5$ million gain realized on the sale of real property and $\$ 5.4$ million of certain asset writedowns. Interest and other (income) expense, net for the first quarter of fiscal 2000 included $\$ 6.4$ million in gains primarily from the sale of real property and $\$ 8.4$ million of asset impairment losses and other plant closure costs.

The effective tax rate increased to 35.5 percent for the current-year quarter, compared to 34.5 percent in the prior-year quarter. The increase in the rate is due to the non-deductibility of goodwill recognized as a result of the Company's recent acquisitions.

Net income for the quarter was $\$ 125.0$ million compared to $\$ 73.6$ million in the prior year. Net income increased to 8.5 percent of sales compared to 5.9 percent in the prior-year.

Backlog increased to $\$ 1.98$ billion at September 30, 2000 compared to $\$ 1.63$ billion in the prior year and $\$ 1.80$ billion at June 30, 2000. Current fiscal year acquisitions accounted for over one half of the increase in backlog since June 30, 2000, with the balance coming from continued strong order rates.

## RESULTS BY BUSINESS SEGMENT

INDUSTRIAL - Net sales of the Industrial Segment increased 24.9 percent to $\$ 1,207.0$ million compared to $\$ 966.1$ million in the prior year. Industrial North American sales increased 31.2 percent and Industrial International sales increased 10.8 percent. Without the effect of currency rate changes, International sales would have increased 23.3 percent. Without the effect of acquisitions, North American sales increased 4.5 percent and International sales increased 1.0 percent. The increase in Industrial North American sales is attributed to higher volume across most businesses, particularly in the semiconductor manufacturing and telecommunications markets. The increase in International Industrial sales is attributed to higher volume across all businesses in the Asia Pacific region and Latin America, partially offset by lower volume in Europe.

Operating income for the Industrial Segment increased 36.4 percent to $\$ 143.1$ million compared to $\$ 104.9$ million in the prior year. Industrial North American operating income increased 25.1 percent and Industrial International operating income increased 130.8 percent. Included in the prior-year operating

- 9 -
income for Industrial International was $\$ 9.0$ million in business realignment charges. Excluding the charges, Industrial International operating income increased 28.3 percent from the prior year. North American operating income, as a percent of sales, decreased to 13.4 percent from 14.0 percent primarily due to recent acquisitions, not yet fully integrated, contributing lower margins. Excluding the business realignment charges, Industrial International operating income, as a percent of sales, increased to 7.8 percent from 6.8 percent primarily due to the higher volume in the Asia Pacific region and Latin America,
as well as improving margins in Europe.
Industrial Segment backlog increased 54.0 percent compared to a year ago, and increased 15.0 percent since June 30,2000 , primarily due to recent acquisitions, as well as continued strong order rates within most Industrial markets.

For the remainder of the fiscal year, business conditions are expected to be favorable in a number of markets including semiconductor manufacturing and telecommunications. However, the decline in order rates experienced in the first quarter in the heavy-duty truck and automotive markets are expected to continue for the balance of the fiscal year. Profit improvement teams have been established to study the logistics system and recommend improvements to enhance operating margins in Europe. The Company expects to record charges over the course of the current fiscal year based upon the recommendations of the review teams, but these charges are not expected to exceed the one-time gain realized in the current-year quarter on the sale of real property.

AEROSPACE - Net sales of the Aerospace Segment decreased 2.1 percent to $\$ 270.4$ million compared to $\$ 276.2$ million in the prior year. Operating income increased 26.3 percent to $\$ 44.3$ million compared to $\$ 35.0$ million in the prior year. Operating income for the prior-year first quarter included $\$ 4.4$ million in business realignment charges that were taken in response to a decline in commercial aircraft orders. Excluding these charges, operating income, as a percent of sales, increased to 16.4 percent from 14.3 percent primarily due to a higher mix of aftermarket business and the strength of the regional jet market.

Backlog for the Aerospace Segment increased 4.9 percent compared to a year ago and 6.9 percent since June 30 , 2000. Backlog increased primarily due to a higher level of aftermarket orders and an increase in orders in the regional jet market. For the remainder of the fiscal year, the Company expects the mix of orders to remain the same as what was experienced in the first quarter of fiscal 2001.

Corporate general and administrative expenses increased to $\$ 17.4$ million for fiscal 2001 compared to $\$ 14.1$ million in the prior year. As a percent of sales, corporate general and administrative expenses for the current-year quarter increased slightly to 1.2 percent compared to 1.1 percent in the prior year.

Included in Other (in the Results by Business Segment) for fiscal 2001 is a $\$ 55.5$ million gain realized on the sale of real property and $\$ 7.7$ million of certain asset writedowns. In fiscal 2000, Other included $\$ 6.4$ million in gains primarily from the sale of real property.

BALANCE SHEET
Working capital declined to $\$ 913.0$ million at September 30,2000 from $\$ 966.8$ million at June 30, 2000, with the ratio of current assets to current liabilities decreasing to 1.6 to 1 . The decrease was primarily due to an increase in Notes payable, partially offset by increases in Accounts receivable, Inventories, and Net assets held for sale.

Accounts receivable increased to $\$ 953.9$ million at September 30, 2000 from $\$ 840.0$ million at June 30,2000 , primarily due to acquisitions and an account receivable recognized on the sale of real property. Days sales outstanding increased to 49 days from 45 days during the quarter. Inventories increased $\$ 53.0$ million primarily due to acquisitions, with months supply increasing slightly.

Property and equipment, net of accumulated depreciation, increased $\$ 94.7$ million since June 30, 2000, primarily as a result of acquisitions.

The increase in Excess cost of investments over net assets acquired since June 30, 2000 reflects the goodwill recognized as a result of current-year acquisitions.

The debt to debt-equity ratio increased to 39.3 percent at September 30 , 2000 compared to 31.0 percent as of June 30,2000 , primarily due to increased borrowings to fund acquisitions.

Due to the strength of the dollar, foreign currency translation adjustments resulted in a decrease in net assets of $\$ 44.8$ million during the first quarter of fiscal 2001. The translation adjustments primarily affected Accounts receivable, Inventories and Plant and equipment.

## STATEMENT OF CASH FLOWS

Net cash provided by operating activities was $\$ 20.0$ million for the three months ended September 30, 2000, as compared to $\$ 117.8$ million for the same three months of 1999. The decrease in net cash provided by operating activities was primarily the result of Accounts receivable using cash of $\$ 64.5$ million in fiscal 2001 compared to providing cash of $\$ 5.1$ million in fiscal 2000. Other assets used cash of $\$ 28.4$ million in fiscal 2001 after providing cash of $\$ 4.2$
million in fiscal 2000. Inventories used cash of $\$ 23.9$ million in fiscal 2001 compared to providing cash of $\$ 1.9$ million in fiscal 2000 , and cash provided by operating activities excluded a (Gain) on sale of plant and equipment of $\$ 58.2$ million in fiscal 2001 compared to $\$ 6.8$ million in fiscal 2000 . These uses of cash were partially offset by an increase in Net income of $\$ 51.5$ million and Deferred income taxes, which increased $\$ 22.5$ million in 2001 as opposed to decreasing $\$ 2.1$ million in fiscal 2000. Excluding Other assets and Inventories, the sale of real property in the first quarter of fiscal 2001 is the primary reason for the changes between fiscal 2000 and fiscal 2001.

Net cash used in investing activities increased to $\$ 480.0$ million for fiscal 2001 compared to $\$ 65.1$ million for fiscal 2000 primarily due to an increase of $\$ 482.9$ million in the amount spent on acquisitions and an increase in capital expenditures of $\$ 16.0$ million. These uses of cash were partially offset by an increase in the proceeds received from the sale of plant and equipment of $\$ 49.7$ million in fiscal 2001.

Financing activities provided net cash of $\$ 448.4$ million for the three months ended September 30, 2000, compared to using cash of $\$ 20.2$ million for the same three months of the prior year. The change resulted primarily from debt borrowings providing cash of $\$ 466.0$ million in fiscal 2001 compared to using cash of $\$ 3.5$ million in the prior year. The increase in debt borrowings in fiscal 2001 was primarily to fund acquisitions.

QUANTITATIVE AND QUALITATIVE DISCLOSURE ABOUT MARKET RISK
The Company enters into forward exchange contracts, costless collar contracts and cross-currency swap agreements to reduce its exposure to fluctuations in related foreign currencies. These contracts are with major financial institutions and the risk of loss is considered remote. The Company does not hold or issue derivative financial instruments for trading purposes. In addition, the Company's foreign locations, in the ordinary course of business, enter into financial guarantees through financial institutions which enable customers to be reimbursed in the event of nonperformance by the company. The total value of open contracts and any risk to the Company as a result of these arrangements is not material to the Company's financial position, liquidity or results of operations.

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## FORWARD-LOOKING STATEMENTS

This Report on Form $10-Q$ and other written reports and oral statements made from time to time by the Company may contain "forward-looking statements", all of which are subject to risks and uncertainties. All statements which address operating performance, events or developments that we expect or anticipate will occur in the future, including statements relating to growth, operating margin performance, earnings per share or statements expressing general opinions about future operating results or the markets in which we do business, are forward-looking statements.

These forward-looking statements rely on a number of assumptions concerning future events, and are subject to a number of uncertainties and other factors, many of which are outside the Company's control, that could cause actual results to differ materially from such statements. Such factors include:

-     - continuity of business relationships with and purchases by major customers, including, among others, orders and delivery schedules for aircraft components,
-     - ability of suppliers to provide materials as needed,
-     - uncertainties surrounding timing, successful completion or integration of acquisitions,
-     - competitive pressure on sales and pricing,
-     - increases in material and other production costs which cannot be recovered in product pricing,
-     - difficulties in introducing new products and entering new markets, and
-     - uncertainties surrounding the global economy and global market conditions and the potential devaluation of currencies.

Any forward-looking statements are based on known events and circumstances at the time. The Company undertakes no obligation to update or publicly revise these forward-looking statements to reflect events or circumstances that arise after the date of this Report.

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Item 4. Submission of Matters to a Vote of Security Holders.
----- -------------------------------------------------------------
(a) The Annual Meeting of the Shareholders of the Registrant was
    held on October 25, 2000.
(b) Not applicable.
(c)(i) The Shareholders elected four directors to the three-year
    class whose term of office will expire in 2003, as follows:
                                    Votes For Votes Withheld
                                    --------- ---------------
        Duane E. Collins 101,038,515.123 2,241,822.473
        Giulio Mazzalupi 99,862,051.782 3,418,285.814
        Klaus-Peter Muller 99,875,639.874 3,404,697.722
        Allan L. Rayfield 101,117,745.647 2,162,591.949
        (ii) The Shareholders approved the appointment of
        PricewaterhouseCoopers LLP as independent certified public
        accountants of the Corporation for the fiscal year ending June
        30, 2001, as follows:
        For 102,237,732.258
        Against 392,326.666
        Abstain 650,278.672
(d) Not applicable
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- 13 -
Item 6. Exhibits and Reports on Form 8-K.
------ ---------------------------------
(a) The following documents are furnished as exhibits and are numbered pursuant to Item 601 of Regulation $S-K$ :

Exhibit 27 - Financial Data Schedule
(b) No reports on Form 8-K have been filed during the quarter for which this Report is filed.

## SIGNATURE

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.

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PARKER-HANNIFIN CORPORATION
                    (Registrant)
/s/Michael J. Hiemstra
    Michael J. Hiemstra
Vice President - Finance and Administration
and Chief Financial Officer
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Date: November 1, 2000
<TABLE> <S> <C>
<ARTICLE> 5

<LEGEND>
THIS SCHEDULE CONTAINS SUMMARY FINANCIAL INFORMATION EXTRACTED FROM
PARKER-HANNIFIN CORPORATION'S REPORT ON FORM 10-Q FOR ITS QUARTERLY PERIOD
ENDED SEPTEMBER 30, 2000 AND IS QUALIFIED IN ITS ENTIRETY BY REFERENCE TO
SUCH FINANCIAL STATEMENTS
</LEGEND>
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