

ESCALADE INC
Form 10-Q
April 24, 2012

SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

Form 10-Q

S Quarterly report pursuant to Section 13 OR 15 (d) of the Securities Exchange Act of 1934

For the quarter ended March 24, 2012 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 0-6966

ESCALADE, INCORPORATED

(Exact name of registrant as specified in its charter)

Indiana 13-2739290

(State of incorporation) (I.R.S. EIN)

817 Maxwell Ave, Evansville, Indiana 47711

(Address of principal executive office) (Zip Code)

812-467-1251

(Registrant's Telephone Number)

Edgar Filing: ESCALADE INC - Form 10-Q

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 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 ☐ No ☒

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 definition of “accelerated filer”, “large accelerated filer” and “smaller reporting company” in Rule 12b-2 of the Exchange Act.

Large accelerated filer ☐

Accelerated filer ☐

Non-accelerated filer ☒

Smaller reporting company ☐

(do not check if a smaller reporting company)

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

Yes ☐ No ☒

Indicate the number of shares outstanding of each of the issuer’s classes of common stock, as of the latest practicable date.

Class	<u>Outstanding at April 11, 2012</u>
Common, no par value	13,172,749

INDEX

	Page No.
<u>Part I. Financial Information:</u>	
<u>Item 1</u> = <u>Financial Statements:</u>	
<u>Consolidated Condensed Balance Sheets as of March 24, 2012, December 31, 2011, and March 19, 2011</u>	3
<u>Consolidated Condensed Statements of Operations for the Three Months Ended March 24, 2012 and March 19, 2011</u>	4
<u>Consolidated Condensed Statements of Comprehensive Income for the Three Months Ended March 24, 2012 and March 19, 2011</u>	4
<u>Consolidated Condensed Statements of Cash Flows for the Three Months Ended March 24, 2012 and March 19, 2011</u>	5
<u>Notes to Consolidated Condensed Financial Statements</u>	6
<u>Item 2</u> = <u>Management's Discussion and Analysis of Financial Condition and Results of Operations</u>	11
<u>Item 3</u> = <u>Quantitative and Qualitative Disclosures about Market Risk</u>	13
<u>Item 4</u> = <u>Controls and Procedures</u>	14
<u>Part II. Other Information</u>	
<u>Item 2</u> = <u>Unregistered Sales of Equity Securities and Use of Proceeds</u>	15
<u>Item 6</u> = <u>Exhibits</u>	16
<u>Signatures</u>	17

PART I. FINANCIAL INFORMATION

Item 1. FINANCIAL STATEMENTS

ESCALADE, INCORPORATED AND SUBSIDIARIES

CONSOLIDATED CONDENSED BALANCE SHEETS

(All amounts in thousands, except share information)

	March 24, 2012 (Unaudited)	December 31, 2011 (Audited)	March 19, 2011 (Unaudited)
ASSETS			
Current Assets:			
Cash and cash equivalents	\$ 2,581	\$3,821	\$ 1,583
Time deposits	500	950	1,000
Receivables, less allowance of \$939; \$938; and \$1,184; respectively	27,574	26,914	23,938
Inventories	31,457	29,035	29,080
Prepaid expenses	1,474	1,102	1,829
Deferred income tax benefit	1,418	1,478	1,364
Income tax receivable	—	846	430
TOTAL CURRENT ASSETS	65,004	64,146	59,224
Property, plant and equipment, net	12,060	11,915	19,675
Intangible assets	13,589	14,064	15,512
Goodwill	25,468	25,285	26,024
Investments	14,862	14,397	12,564
Other assets	274	308	—
	\$ 131,257	\$ 130,115	\$ 132,999
LIABILITIES AND STOCKHOLDERS' EQUITY			
Current Liabilities:			
Notes payable	\$ 13,688	\$ 14,947	\$ 14,653
Current portion of long-term debt	2,000	2,000	2,000
Trade accounts payable	4,692	3,293	4,739
Accrued liabilities	13,757	14,410	12,224
Income tax payable	233	—	—
TOTAL CURRENT LIABILITIES	34,370	34,650	33,616

Edgar Filing: ESCALADE INC - Form 10-Q

Other Liabilities:

Long-term debt	5,000	5,000	7,000
Deferred income tax liability	2,885	2,900	2,105
TOTAL LIABILITIES	42,255	42,550	42,721

Stockholders' Equity:

Preferred stock:

Authorized 1,000,000 shares; no par value, none issued

Common stock:

Authorized 30,000,000 shares; no par value, issued and outstanding –
12,909,132; 12,883,948; and 12,812,943; shares respectively

Retained earnings

Accumulated other comprehensive income	12,909	12,884	12,813
	72,180	71,348	71,651
	3,913	3,333	5,814
	89,002	87,565	90,278
	\$ 131,257	\$ 130,115	\$ 132,999

See notes to Consolidated Condensed Financial Statements.

ESCALADE, INCORPORATED AND SUBSIDIARIES

CONSOLIDATED CONDENSED STATEMENTS OF OPERATIONS (UNAUDITED)

(All amounts in thousands, except per share amounts)

	Three Months Ended	
	March 24, 2012	March 19, 2011
Net sales	\$30,565	\$27,998
Costs, expenses and other income:		
Cost of products sold	20,009	17,873
Selling, general and administrative expenses	7,297	7,741
Amortization	517	317
Operating income	2,742	2,067
Interest expense, net	(154)	(184)
Other income	172	122
Income before income taxes	2,760	2,005
Provision for income taxes	1,184	802
Net income	\$1,576	\$1,203
Per share data:		
Basic earnings per share	\$0.12	\$0.09
Diluted earnings per share	\$0.12	\$0.09

CONSOLIDATED CONDENSED STATEMENTS OF COMPREHENSIVE INCOME (UNAUDITED)

Three Months
Ended
March March
24, 19,
2012 2011

Edgar Filing: ESCALADE INC - Form 10-Q

Net income	\$1,576	\$1,203
Foreign currency translation adjustment	585	1,893
Comprehensive income	\$2,161	\$3,096

See notes to Consolidated Condensed Financial Statements.

ESCALADE, INCORPORATED AND SUBSIDIARIES

CONSOLIDATED CONDENSED STATEMENTS OF CASH FLOWS (UNAUDITED)

(All amounts in thousands)

	Three Months Ended	
	March 24, 2012	March 19, 2011
Operating Activities:		
Net income	\$ 1,576	\$ 1,203
Depreciation and amortization	992	962
Loss on disposal of property and equipment	—	22
Stock-based compensation	135	85
Adjustments necessary to reconcile net income to net cash provided (used) by operating activities	(2,553)	(5,157)
Net cash provided (used) by operating activities	150	(2,885)
Investing Activities:		
Purchase of property and equipment	(533)	(223)
Proceeds from disposal of short-term time deposits	450	250
Net cash provided (used) by investing activities	(83)	27
Financing Activities:		
Net increase (decrease) in notes payable	(1,252)	3,924
Net decrease in overdraft facility	(7)	(324)
Principal payment on long-term debt	—	(500)
Proceeds from exercise of stock options	36	14
Director stock compensation	36	52
Net cash provided (used) by financing activities	(1,187)	3,166
Effect of exchange rate changes on cash	(120)	(261)
Net increase (decrease) in cash and cash equivalents	(1,240)	47
Cash and cash equivalents, beginning of period	3,821	1,536
Cash and cash equivalents, end of period	\$2,581	\$1,583
Supplemental Cash Flows Information		
Dividends payable	926	—

See notes to Consolidated Condensed Financial Statements.

ESCALADE, INCORPORATED AND SUBSIDIARIES

NOTES TO CONSOLIDATED CONDENSED FINANCIAL STATEMENTS (UNAUDITED)

Note A – Summary of Significant Accounting Policies

Presentation of Consolidated Condensed Financial Statements – The significant accounting policies followed by the Company and its wholly owned subsidiaries for interim financial reporting are consistent with the accounting policies followed for annual financial reporting. All adjustments that are of a normal recurring nature and are in the opinion of management necessary for a fair statement of the results for the periods reported have been included in the accompanying consolidated condensed financial statements. The consolidated condensed balance sheet of the Company as of December 31, 2011 has been derived from the audited consolidated balance sheet of the Company as of that date. Certain information and note disclosures normally included in the Company's annual financial statements prepared in accordance with accounting principles generally accepted in the United States of America have been condensed or omitted. These consolidated condensed financial statements should be read in conjunction with the consolidated financial statements and notes thereto included in the Company's Form 10-K annual report for 2011 filed with the Securities and Exchange Commission.

Note B - Reclassifications

Certain reclassifications have been made to prior year financial statements to conform to the current year financial statement presentation. These reclassifications had no effect on net earnings.

Note C - Seasonal Aspects

The results of operations for the three month periods ended March 24, 2012 and March 19, 2011 are not necessarily indicative of the results to be expected for the full year.

Note D - Inventories

In thousands	March 24,	December 31,	March 19,
--------------	--------------	-----------------	--------------

Edgar Filing: ESCALADE INC - Form 10-Q

	2012	2011	2011
Raw materials	\$8,696	\$ 7,865	\$8,420
Work in progress	4,866	3,751	3,417
Finished goods	17,895	17,419	17,243
	\$31,457	\$ 29,035	\$29,080

Note E – Equity Interest Investments

The Company has a 50% interest in a joint venture, Stiga Sports AB (Stiga). The joint venture is accounted for under the equity method of accounting. Stiga, located in Sweden, is a global sporting goods company producing table tennis equipment and game products. Financial information for Stiga reflected in the table below has been translated from local currency to U.S. dollars using exchange rates in effect at the respective period-end for balance sheet amounts, and using average exchange rates for statement of operations amounts. Certain differences exist between U.S. GAAP and local GAAP in Sweden, and the impact of these differences is not reflected in the summarized information reflected in the table below. The most significant difference relates to the accounting for goodwill for Stiga which is amortized over eight years in Sweden but is not amortized for U.S. GAAP reporting purposes. The effect on Stiga's net assets resulting from the amortization of goodwill for the periods ended March 24, 2012 and March 19, 2011 are addbacks to Stiga's consolidated financial information of \$9.7 million and \$8.5 million, respectively. These net differences are comprised of cumulative goodwill adjustments of \$13.5 million offset by the related cumulative tax effect of \$3.8 million as of March 24, 2012 and cumulative goodwill adjustments of \$11.9 million offset by the related cumulative tax effect of \$3.4 million as of March 19, 2011. The statement of operations impact of these goodwill and tax adjustments and other individually insignificant U.S. GAAP adjustments for the periods ended March 24, 2012, and March 19, 2011 are to increase Stiga's net income by approximately \$0.5 million and \$0.3 million, respectively. The Company's 50% portion of net income for Stiga for the periods ended March 24, 2012 and March 19, 2011 was \$188 thousand and \$57 thousand, respectively, and is included in other income on the Company's statements of operations.

In addition, Escalade has a 50% interest in two joint ventures, Escalade International, Ltd. in the United Kingdom, and Neoteric Industries Inc. in Taiwan. Escalade International Ltd. is a sporting goods wholesaler, specializing in fitness equipment. The Company's 50% portion of net income (loss) for Escalade International for the periods ended March 24, 2012 and March 19, 2011 was (\$19,534) and \$53,735 respectively, and is included in other income on the Company's statements of operations. The income and assets of Neoteric have no impact on the Company's financial reporting. Additional information regarding these entities is considered immaterial and has not been included in the totals listed below.

Summarized financial information for Stiga Sports AB balance sheets as of March 24, 2012, December 31, 2011, and March 19, 2011 and statements of operations for the periods ended March 24, 2012 and March 19, 2011 is as follows:

In thousands	March 24, 2012	December 31, 2011	March 19, 2011
Current assets	\$ 19,182	\$ 23,451	\$ 16,315
Non-current assets	9,252	9,460	11,774
Total assets	28,434	32,911	28,089
Current liabilities	5,689	10,033	6,089
Non-current liabilities	5,956	6,334	9,080
Total liabilities	11,645	16,367	15,169
Net assets	\$ 16,789	\$ 16,544	\$ 12,920

	Three Months Ended	
	March 24, 2012	March 19, 2011
Net Sales	\$4,147	\$4,443
Gross Profit	2,167	2,041
Net Loss	(97)	(194)

Note F – Notes Payable

On April 14, 2011, the Company entered into the Seventh Amendment to its Credit Agreement with its issuing bank, JP Morgan Chase Bank, N.A. (Chase). The Seventh Amendment amends the Credit Agreement originally dated as of April 30, 2009, and as amended had a maturity date of May 31, 2012. The Seventh Amendment now makes available

to the Company a senior revolving credit facility in the maximum principal amount of up to \$22 million with a maturity date of July 31, 2013 and a term loan in the principal amount of \$8.5 million with a maturity date of May 31, 2015. The term loan agreement requires the Company to make repayment of the principal balance in equal installments of \$0.5 million per quarter beginning in September 2010. A portion of the credit facility not in excess of \$5 million is available for the issuance of commercial or standby letters of credit to be issued by Chase. The Credit Agreement Amendment also provides a Euro 2.0 million (approximately \$2.6 million) overdraft facility.

Note G – Income Taxes

The provision for income taxes was computed based on financial statement income. In accordance with Financial Accounting Standards Board (FASB) Accounting Standards Codification (ASC) 740, the Company has recorded the following changes in uncertain tax positions:

In thousands	Three Months Ended March 24, 2012	March 19, 2011
Beginning Balance	\$46	\$ 220
Additions for current year tax positions	—	—
Additions for prior year tax positions	—	—
Settlements	—	—
Reductions Settlements	—	—
Reductions for prior year tax positions	—	—
Ending Balance	\$46	\$ 220

Note H – Fair Values of Financial Instruments

The following methods were used to estimate the fair value of all financial instruments recognized in the accompanying balance sheets at amounts other than fair values.

Cash and Cash Equivalents and Time Deposits

Fair values of cash and cash equivalents and time deposits approximate cost due to the short period of time to maturity.

Notes Payable and Long-term Debt

Edgar Filing: ESCALADE INC - Form 10-Q

Fair values of notes payable and long-term debt is estimated based on borrowing rates currently available to the Company for bank loans with similar terms and maturities and determined through the use of a discounted cash flow model.

The following table presents estimated fair values of the Company's financial instruments and the level within the fair value hierarchy in which the fair value measurements fall in accordance with FASB ASC 825 at March 24, 2012 and March 19, 2011.

March 24, 2012		Fair Value Measurements Using			
In thousands	Carrying	Quoted			
	Amount	Prices			
		in	Significant		
		Active	Other	Significant	
		Markets	Observable	Unobservable	
		for	Inputs	Inputs	
		Identical	(Level 2)	(Level 3)	
		Assets			
		(Level			
		1)			
Financial assets					
Cash and cash equivalents	\$ 2,581	\$ 2,581	\$ —	\$	—
Time deposits	\$ 500	\$ 500	\$ —	\$	—
Financial liabilities					
Note payable and Short-term debt	\$ 13,688	\$—	\$ 13,688	\$	—
Current portion of Long-term debt	\$ 2,000	\$—	\$ 2,000	\$	—
Long-term debt	\$ 5,000	\$—	\$ 5,000	\$	—

March 19, 2011		Fair Value Measurements Using			
In thousands	Carrying	Quoted			
	Amount	Prices			
		in	Significant		
		Active	Other	Significant	
		Markets	Observable	Unobservable	
		for	Inputs	Inputs	
		Identical	(Level 2)	(Level 3)	
		Assets			
		(Level			
		1)			
Financial assets					
Cash and cash equivalents	\$ 1,583	\$ 1,583	\$ —	\$	—
Time deposits	\$ 1,000	\$ 1,000	\$ —	\$	—
Financial liabilities					
Note payable and Short-term debt	\$ 14,653	\$—	\$ 14,653	\$	—
Current portion of Long-term debt	\$ 2,000	\$—	\$ 2,000	\$	—
Long-term debt	\$ 7,000	\$—	\$ 7,000	\$	—

The outstanding balance of the euro overdraft facility is included in Notes payable and Short-term debt. For the periods ended March 24, 2012, December 31, 2011, and March 19, 2011, the balance of the euro overdraft facility was \$2.2 million, \$2.2 million, and \$1.3 million, respectively.

Note I – Stock Compensation

The fair value of stock-based compensation is recognized in accordance with the provisions of FASB ASC 718, *Stock Compensation*.

During the three months ended March 24, 2012 and pursuant to the 2007 Incentive Plan, in lieu of director fees, the Company awarded to certain directors 7,809 shares of common stock. In addition, the Company awarded 37,500 stock options to directors and 200,000 stock options to employees. The stock options awarded to directors vest at the end of one year and have an exercise price equal to the market price on the date of grant. Director stock options are subject to forfeiture, except for termination of services as a result of retirement, death or disability, if on the vesting date the director no longer holds a position with the Company. The 2012 stock options awarded to employees have a graded vesting of 25% per year over four years and are subject to forfeiture if on the vesting date the employee is no longer employed. The 2012 employee awards are conditioned upon stockholder approval of an amendment to the Escalade, Incorporated 2007 Incentive Plan and bank approval. The Plan amendment will be voted upon at the April 2012 Shareholder Meeting. The Company utilizes the Black-Scholes option pricing model to determine the fair value of stock options granted.

For the three months ended March 24, 2012 and March 19, 2011, the Company recognized stock based compensation expense of \$171 thousand and \$137 thousand, respectively. At March 24, 2012 and March 19, 2011, respectively, there was \$1.5 million and \$1.4 million in unrecognized stock-based compensation expense related to non-vested stock awards.

Note J - Segment Information

In thousands	As of and for the Three Months Ended March 24, 2012			
	Information			
	Sporting Goods	Security and Print Finishing	Corp.	Total
Revenues from external customers	\$22,214	\$ 8,351	\$—	\$30,565
Operating income (loss)	3,259	149	(666)	2,742
Net income (loss)	1,943	(62)	(305)	1,576
Total assets	\$71,828	\$ 41,498	\$17,931	\$131,257

In thousands	As of and for the Three Months Ended March 19, 2011			
	Information			
	Sporting Goods	Security and Print Finishing	Corp.	Total
Revenues from external customers	\$19,187	\$ 8,811	\$—	\$27,998
Operating income (loss)	2,336	580	(849)	2,067
Net income (loss)	1,324	237	(358)	1,203
Total assets	\$70,943	\$ 40,258	\$21,798	\$132,999

Note K – Dividend Payment

On January 5, 2012, the Company paid a dividend of \$0.07 per common share to all shareholders of record on December 22, 2011. The total amount of the dividend was approximately \$906 thousand and was charged against retained earnings.

On March 1, 2012, the Company announced that a dividend of \$0.07 per common share would be paid to all shareholders of record on April 6, 2012 and disbursed on April 16, 2012. The total amount of this dividend payment was approximately \$926 thousand and was charged against retained earnings.

Note L - Earnings Per Share

The shares used in computation of the Company's basic and diluted earnings per common share are as follows:

	Three Months	
	Ended	
	March	March
All amounts in thousands	24,	19,
	2012	2011
Weighted average common shares outstanding	12,894	12,804
Dilutive effect of stock options and restricted stock units	536	545
Weighted average common shares outstanding, assuming dilution	13,430	13,349

Stock options that are anti-dilutive as to earnings per share and unvested restricted stock units which have a market condition for vesting that has not been achieved are ignored in the computation of dilutive earnings per share. The number of stock options and restricted stock units that were excluded in 2012 and 2011 were 470,524 and 264,024, respectively.

Note M – New Accounting Standards

There have been no recent accounting pronouncements or changes in accounting pronouncements during the three months ended March 24, 2012, as compared to the recent accounting pronouncements described in the Company's Annual Report on Form 10-K for the fiscal year ended December 31, 2011, that are of significance, or potential significance to the Company.

Note N – Commitments and Contingencies

The Company is involved in litigation arising in the normal course of business. The Company does not believe that the disposition or ultimate resolution of existing claims or lawsuits will have a material adverse effect on the business or financial condition of the Company.

Item 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

Forward-Looking Statements

This report contains forward-looking statements relating to present or future trends or factors that are subject to risks and uncertainties. These risks include, but are not limited to, the impact of competitive products and pricing, product demand and market acceptance, Escalade's ability to successfully integrate the operations of acquired assets and businesses, new product development, the continuation and development of key customer and supplier relationships, Escalade's ability to control costs, general economic conditions, fluctuation in operating results, changes in foreign currency exchange rates, changes in the securities market, Escalade's ability to obtain financing and to maintain compliance with the terms of such financing, and other risks detailed from time to time in Escalade's filings with the Securities and Exchange Commission. Escalade's future financial performance could differ materially from the expectations of Management contained herein. Escalade undertakes no obligation to release revisions to these forward-looking statements after the date of this report.

Overview

Escalade, Incorporated (“Escalade” or “Company”) manufactures and distributes products for two industries: Sporting Goods and Information Security and Print Finishing. Within these industries the Company has successfully built a market presence in niche markets. This strategy is heavily dependent on expanding the customer base, barriers to entry, brand recognition and excellent customer service. A key strategic advantage is the Company’s established relationships with major customers that allow the Company to bring new products to the market in a cost effective manner while maintaining a diversified product line and wide customer base. In addition to strategic customer relations, the Company has substantial manufacturing and import experience that enable it to be a low cost supplier.

A majority of the Company's products are in markets that are experiencing low growth rates. Where the Company enjoys a commanding market position, such as table tennis tables in the Sporting Goods segment and paper folding machines in the Information Security and Print Finishing segment, revenue growth is expected to be roughly equal to general growth/decline in the economy. However, in markets that are fragmented and where the Company is not the dominant leader, such as archery in the Sporting Goods segment and data security shredders in the Information Security and Print Finishing segment, the Company anticipates growth. To enhance growth, the Company has a strategy of promoting new product innovation and development and brand marketing. In the Information Security and Print Finishing segment, the Company's strategic focus is increasingly upon expanding its product and service offerings to assist businesses and governments with their document and information high security needs to secure sensitive customer, employee and business information and to comply with new information privacy laws, rules and regulations. The Company continues to extend the capabilities of its line of shredders to include not only the secure destruction of paper but also the secure destruction and/or de-commissioning of medical patient information, drug prescriptions and adhesive labels, pill and syrup vials, CDs, DVDs, and other forms of magnetic, optical and solid state media. The Company is further exploring opportunities to provide secure on-site and off-site document and data destruction and disposal services to meet the specific needs of its customers.

In addition, the Company will continue to investigate acquisition opportunities of companies or product lines that complement or expand the Company's existing product lines. A key objective is the acquisition of product lines with barriers to entry that the Company can take to market through its established distribution channels or through new market channels. Significant synergies are achieved through assimilation of acquired product lines into the existing company structure. Management believes that key indicators in measuring the success of this strategy are revenue growth, earnings growth and the expansion of channels of distribution.

Results of Operations

Consolidated net sales for the first quarter of 2012 were 9% higher compared to the same quarter last year. Operating income for the quarter was \$2.7 million compared with \$2.1 million in the same quarter last year. A portion of the increase in operating income relates to the timing of certain expenses which were incurred in the first quarter of 2011, but which will not be incurred until later quarters in 2012. The remainder of the increase is a direct result of higher sales volumes which generate gross profit dollars. The following schedule sets forth certain consolidated statement of operations data as a percentage of net revenue:

	Three Months Ended	
	March 24, 2012	March 19, 2011
Net revenue	100.0 %	100.0 %
Cost of products sold	65.5 %	63.9 %
Gross margin	34.5 %	36.1 %

Edgar Filing: ESCALADE INC - Form 10-Q

Selling, administrative and general expenses	23.9	%	27.6	%
Amortization	1.7	%	1.1	%
Operating income	8.9	%	7.4	%

Consolidated Revenue and Gross Margin

Revenues from the Sporting Goods business were up 15.8% for the first quarter of 2012 compared to the same quarter last year. An overall increase in consumer spending and demand for the Company's products was further aided by mild weather in parts of the U.S. which helped jump start sales in the Basketball and Playground categories. Management believes improved sales in the Sporting Goods segment will continue through the remainder of the year; although the improvement may be less than that experienced in the first quarter.

Revenues from the Information Security and Print Finishing business decreased 5.2% for the first quarter of 2012 compared with the same quarter last year. Excluding the effects of changes in the currency exchange rates, revenues decreased 3.9% for the quarter. The decrease in revenues is the result of the timing of certain shipments made in the first quarter of 2011 that were not repeated this year. The Company, however, expects revenues for the remainder of the year to equal or exceed the prior year.

The overall gross margin ratio for the first quarter of 2012 was 34.5% compared to 36.1% for the same quarter last year. Management expects gross margins for the full year to be similar to those experienced in 2011.

Consolidated Selling, General and Administrative Expenses

Consolidated selling, general and administrative (“SG&A”) costs decreased as a percent of net sales to 23.9% for the first quarter of 2012, which is lower than the 27.6% experienced in the same quarter last year. The Company will continue to focus on strategic investments in product development and brand marketing throughout the year. A portion of this decrease in expense is related to the timing of certain expenses which impacted the first quarter in 2011, but which will not be incurred until later quarters in 2012.

Provision for Income Taxes

The effective tax rate in the first quarter of 2012 was 42.9% compared with 40.0% for the same quarter last year. The increase in the current year tax rate is due mainly to losses generated in certain foreign taxing jurisdictions which do not offset gains in other foreign taxing jurisdictions.

Financial Condition and Liquidity

Total funded debt at the end of the first three months of 2012 was down \$3.0 million or 12.5% from the same quarter last year, and down \$1.3 million or 5.7% from December 31, 2011. The decrease in debt over same period prior year is due mainly to strong profits in 2011. The following schedule summarizes the Company’s total bank debt:

	March	December	March
In thousands	24,	31,	19,
	2012	2011	2011

Edgar Filing: ESCALADE INC - Form 10-Q

Notes payable short-term	\$ 11,448	\$ 12,700	\$ 13,331
Current portion long-term debt	2,000	2,000	2,000
Bank overdraft facility	2,240	2,247	1,322
Long term debt	5,000	5,000	7,000
Total bank debt	\$20,688	\$ 21,947	\$23,653

As a percentage of stockholders' equity, total bank debt was 23%, 25% and 26% at March 24, 2012, December 31, 2011, and March 19, 2011 respectively.

The Company funds working capital requirements through operating cash flows and revolving credit agreements with its bank. Based on working capital requirements, the Company expects to have access to adequate levels of revolving credit to meet growth needs.

Item 3. QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK

The Company is exposed to financial market risks, including changes in currency exchange rates and interest rates. The Company attempts to minimize these risks through regular operating and financing activities and, when considered appropriate, through the use of derivative financial instruments. During the quarter there were no derivatives in use. The Company does not purchase, hold or sell derivative financial instruments for trading or speculative purposes.

Interest Rates

The Company's exposure to market-rate risk for changes in interest rates relates primarily to its revolving variable rate bank debt which is based on LIBOR interest rates and its overdraft facility which is based on EURIBOR interest rates. A hypothetical 1% or 100 basis point change in interest rates would not have a significant effect on our consolidated financial position or results of operation.

Foreign Currency

The Company conducts business in various countries around the world and is therefore subject to risks associated with fluctuating foreign exchange rates. This revenue is generated from the operations of the Company's subsidiaries in their respective countries and surrounding geographic areas and is primarily denominated in each subsidiary's local functional currency. These subsidiaries incur most of their expenses (other than inter-company expenses) in their local functional currency and include the Euro, Great Britain Pound Sterling, Mexican Peso, Chinese Yuan, Swedish Krona and South African Rand.

The geographic areas outside the United States in which the Company operates are generally not considered by management to be highly inflationary. Nonetheless, the Company's foreign operations are sensitive to fluctuations in currency exchange rates arising from, among other things, certain inter-company transactions that are denominated in currencies other than the respective functional currency. Operating results as well as assets and liabilities are also subject to the effect of foreign currency translation when the operating results, assets and liabilities of our foreign subsidiaries are translated into U.S. dollars in our consolidated financial statements.

The Company and its subsidiaries conduct substantially all their business in their respective functional currencies to avoid the effects of cross-border transactions. To protect against reductions in value and the volatility of future cash flows caused by changes in currency exchange rates, the Company carefully considers the use of transaction and balance sheet hedging programs such as matching assets and liabilities in the same currency. Such programs reduce, but do not entirely eliminate the impact of currency exchange rate changes. The Company has evaluated the use of currency exchange hedging financial instruments but has determined that it would not use such instruments under the current circumstances. Changes in currency exchange rates may be volatile and could affect the Company's performance.

Item 4. CONTROLS AND PROCEDURES

Evaluation of Disclosure Controls and Procedures

Escalade maintains disclosure controls and procedures that are designed to ensure that information required to be disclosed in the Company's Exchange Act reports is recorded, processed, summarized and reported within the time periods specified in the SEC's rules and forms, and that such information is accumulated and communicated to the

Company's management, including its Chief Executive Officer and Chief Financial Officer, as appropriate, to allow timely decisions regarding required disclosure based closely on the definition of "disclosure controls and procedures" in Rule 13a-14(c). In designing and evaluating the disclosure controls and procedures, Management recognized that any controls and procedures, no matter how well designed and operated, can provide only reasonable assurance of achieving the desired control objectives, and Management necessarily was required to apply its judgment in evaluating the cost-benefit relationship of possible controls and procedures. Also, the Company has investments in certain unconsolidated entities. As the Company does not control or manage these entities, its disclosure controls and procedures with respect to such entities are necessarily substantially more limited than those it maintains with respect to its consolidated subsidiaries.

The Company carried out an evaluation, under the supervision and with the participation of the Company's management, including the Company's Chief Executive Officer and the Company's Chief 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. Based on the foregoing, the Company's Chief Executive Officer and Chief Financial Officer concluded that the Company's disclosure controls and procedures were effective.

Changes in Internal Control over Financial Reporting

Management of the Company has evaluated, with the participation of the Company's Chief Executive Officer and Chief Financial Officer, changes in the Company's internal controls over financial reporting (as defined in Rule 13a-15(f) and 15d-15(f) of the Exchange Act) during the first quarter of 2012.

There have been no changes to the Company's internal control over financial reporting that occurred since the beginning of the Company's first quarter of 2012 that have materially affected, or are reasonably likely to materially affect, the Company's internal control over financial reporting.

PART II. OTHER INFORMATION

Item 1. Not Required.

Item 1A. Not Required.

Item 2. UNREGISTERED SALES OF EQUITY SECURITIES AND USE OF PROCEEDS

c) Issuer Purchases of Equity Securities

Period

Edgar Filing: ESCALADE INC - Form 10-Q

	(a) Total Number of Shares (or Units) Purchased	(b) Average Price Paid per Share (or Unit)	(c) Total Number of Shares (or Units) Purchased as Part of Publicly Announced Plans or Programs	(d) Maximum Number (or Approximate Dollar Value) of Shares (or Units) that May Yet Be Purchased Under the Plans or Programs
Shares purchases prior to 1/1/2012 under the current repurchase program.	982,916	\$8.84	982,916	\$ 2,273,939
First quarter purchases:				
01/01/2012–01/28/2012	None	None	No Change	No Change
01/29/2012-02/25/2012	None	None	No Change	No Change
02/26/2012-03/24/2012	None	None	No Change	No Change
Total share purchases under the current program	982,916	\$8.84	982,916	\$ 2,273,939

The Company has one stock repurchase program which was established in February 2003 by the Board of Directors and which authorized management to expend up to \$3,000,000 to repurchase shares on the open market as well as in private negotiated transactions. The repurchase plan has no termination date. There have been no share repurchases that were not part of a publicly announced program. In February 2008, the Board of Directors increased the remaining amount on this plan to its original level of \$3,000,000. Although authorized by the Board, the Company has agreed to certain restrictions on the repurchase of shares as part of the April 30, 2009 Credit Agreement terms. The Seventh Amendment contained no changes in these restrictions.

Item 3. Not Required.

Item 5. Not Required.

Item 6. Exhibits

(a) Exhibits

	Description
--	-------------

31.1	Chief Executive Officer Rule 13a-14(a)/15d-14(a) Certification.
------	---

31.2	Chief Financial Officer Rule 13a-14(a)/15d-14(a) Certification.
------	---

32.1	Chief Executive Officer Section 1350 Certification.
------	---

32.2	Chief Financial Officer Section 1350 Certification.
------	---

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.

ESCALADE, INCORPORATED

Date: April 24, 2012 /s/ Deborah Meinert
Vice President and Chief Financial Officer
(On behalf of the registrant and in her
capacities as Principal Financial Officer
and Principal Accounting Officer)