FORM 10-Q

## UNITED STATES

SECURITIES AND EXCHANGE COMMISSION
WASHINGTON, D.C. 20549
(MARK ONE)
[X] QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934 FOR THE QUARTER ENDED SEPTEMBER 30, 2000 OR
[ ] TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

Commission file number 1-12317
NATIONAL-OILWELL, INC.
(Exact name of registrant as specified in its charter)

## DELAWARE

(State or other jurisdiction
of incorporation or organization)

76-0475875
(I.R.S. Employer Identification No.)

> 10000 RICHMOND AVENUE 4TH FLOOR
> HOUSTON, TEXAS
> $77042-4200$
(Address of principal executive offices)
(713) 346-7500
(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 [X] NO [ ]

As of November 10, 2000, 80,285,395 common shares were outstanding, assuming the exchange on a one-for-one basis of all Exchangeable Shares of Dreco Energy Services Ltd. into shares of National-Oilwell, Inc. common stock.

NATIONAL-OILWELL, INC.
CONSOLIDATED BALANCE SHEETS
(In thousands, except per share data)

| September 30, | December 31, |
| :---: | :---: |
| 2000 | 1999 |
| -------------------1 |  |

Current assets:
Cash and cash equivalents
Marketable securities, at fair value (cost of $\$ 13,437$
at December 31, 1999)
Receivables, less allowance of $\$ 5,697$ and $\$ 7,246$
Inventories
Deferred income taxes
Income taxes receivable
Prepaids and other current assets

| \$ | 25,047 | \$ | 48, 091 |
| :---: | :---: | :---: | :---: |
|  | -- |  | 14,686 |
|  | 247,618 |  | 200,396 |
|  | 386, 335 |  | 348, 024 |
|  | 20,003 |  | 10,684 |
|  | 12,932 |  | 12,888 |
|  | 11,372 |  | 7,776 |
| 703,307 |  |  | 642,545 |
| 176,099 |  |  | 154, 844 |
| 14,537 |  |  | 11,726 |
| 308,697 |  |  | 177,377 |
| 7,424 |  |  | 7,424 |
| 4,983 |  |  | 5,488 |
| \$ 1, 215, 047 |  | \$ | 999,404 |

LIABILITIES AND OWNERS' EQUITY
Current liabilities:
Current portion of long-term debt
Accounts payable
Customer prepayments
Accrued compensation
Other accrued liabilities

Long-term debt
Deferred income taxes
Other liabilities

| \$ 89 | \$ | 300 |
| :---: | :---: | :---: |
| 159,131 |  | 106,219 |
| 15,971 |  | 18,776 |
| 8,685 |  | 4,232 |
| 49,783 |  | 61,003 |
| 233,659 |  | 190,530 |
| 205,008 |  | 196, 053 |
| 3, 039 |  | 6,138 |
| 10,516 |  | 10,308 |
| 452, 222 |  | 403, 029 |

Commitments and contingencies
Stockholders' equity:
Common stock - par value $\$ .01 ; 80,269,759$ shares
and $71,736,609$ shares issued and outstanding at September 30, 2000 and December 31, 1999
Additional paid-in capital
Accumulated other comprehensive income
Retained earnings

803
581, 139 $(17,927)$ 198, 810

762, 825
\$ 1, 215, 047
==========

717
415, 701
(11, 923 )
191, 880

596,375
\$
$==========$

The accompanying notes are an integral part of these statements.

NATIONAL-OILWELL, INC.
CONSOLIDATED STATEMENTS OF OPERATIONS (UNAUDITED)
(In thousands, except per share data)


The accompanying notes are an integral part of these statements.

Cash flow from operating activities:

## Net income

Adjustments to reconcile net income to net cash
provided (used) by operating activities:
Depreciation and amortization
Amortization of negative goodwill
Provision for losses on receivables
Provision for deferred income taxes
Gain on sale of assets
Foreign currency transaction gain (loss)
Special charge

Changes in assets and liabilities, net of acquisitions and divestments: Receivables
Net investment in marketable securities
Inventories
Prepaid and other current assets
Accounts payable
Other assets/liabilities, net

Net cash provided by operating activities

Cash flow from investing activities:
Purchases of property, plant and equipment
Proceeds from sale of assets
Business acquired, net of cash

Net cash used by investing activities

Cash flow from financing activities:
Payments on line of credit
Proceeds from stock options exercised
Other

Net cash provided (used) by financing activities

Effect of exchange rate (gain) on cash

Increase/(decrease) in cash and equivalents
Cash and cash equivalents, beginning of period

Cash and cash equivalents, end of period

Supplemental disclosures of cash flow information:
Cash payments during the period for:
Interest
Income taxes

Nine Months Ended
September 30,

| 2000 | 1999 |
| :---: | :---: |

\$ $(9,726)$

20,720
(4, 026 )
1,663
$(1,587)$
$(1,413)$
(248)

1,779

| $(18,558)$ | 137,641 |
| :---: | ---: |
| 14,686 | 3,000 |
| $(21,797)$ | 25,736 |
| $(3,530)$ | $(1,730)$ |
| 36,559 | $(66,347)$ |
| $(19,290)$ | $(17,288)$ |
| .....------ |  |

22,952
88,174
$(13,411)$
$(16,991)$
30, 760
$(65,000)$
$(47,651)$
$(34,995)$
476
(209)
$(34,728)$
13,215

137
-. - .-. - -

5,932
49,439
\$ 55, 371
=========
\$ 8, 033
12,314

The accompanying notes are an integral part of these statements.

## 1. BASIS OF PRESENTATION

Information concerning common stock and per share data has been restated on an equivalent share basis and assumes the exchange of all Exchangeable Shares issued in connection with the 1997 combination with Dreco Energy Services Ltd. In addition, all periods presented have been restated to reflect the merger with IRI International Corporation.

The Company employs accounting policies that are in accordance with generally accepted accounting principles in the United States. Accordingly, Company management makes estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements, as well as the reported amounts of revenues and expenses during the periods. Actual results could differ from those estimates.

The accompanying unaudited consolidated financial statements present information in accordance with generally accepted accounting principles for interim financial information and the instructions to Form 10-Q and applicable rules of Regulation S-X. They do not include all information or footnotes required by generally accepted accounting principles for complete financial statements and should be read in conjunction with the Company's 1999 Annual Report on Form 10-K.

In the opinion of the Company, the consolidated financial statements include all adjustments, all of which are of a normal, recurring nature, necessary for a fair presentation of the results for the interim periods. The results of operations for the nine months ended September 30, 2000 and 1999 may not be indicative of results for the full year. No significant accounting changes have occurred during the nine months ended September 30, 2000.

## 2. ACQUISITIONS

During February 2000, the Company completed its merger with Hitec ASA, a leading supplier of highly advanced systems and solutions, including leading-edge automation and remote control technologies, for the oil and gas industry. The Company issued approximately 7.9 million shares of common stock valued at $\$ 19.50$ per share and cash of $\$ 4$ million for all of the outstanding shares of Hitec. Goodwill related to the transaction approximated $\$ 136$ million. Hitec's financial results are included in National Oilwell's consolidated results effective February 1, 2000. Pro forma results of operations are not presented since they are not considered material.

On June 27, 2000, the Company issued 13.5 million shares of common stock for all of the outstanding shares of IRI. The transaction was a tax-free exchange and was recorded in accordance with the pooling-of-interests method of accounting. All prior periods have been restated. In conjunction with the merger, the Company recorded a special charge of $\$ 13.0$ million in June 2000, consisting principally of direct deal costs and employee severance payments. Integration of the merged companies was begun in the third quarter 2000 and included a comprehensive review of operations, product lines, staffing and facility needs, asset valuations and liabilities. This review process is currently ongoing and any additional charges will be recognized during the fourth quarter 2000 as the merger is fully implemented. The need for or amount of any additional charges has not been determined.

Effective September 1, 2000, the Company acquired the Wheatley Gaso and Omega pump product lines from Halliburton Company for approximately $\$ 13$ million. Goodwill related to this cash transaction approximated $\$ 3$ million and is accounted for under the purchase method of accounting. On September 27, 2000, National Oilwell acquired the assets and certain liabilities of the Baylor Company and its subsidiaries in a cash transaction approximating $\$ 29$ million. Baylor designs and manufactures braking systems and large synchronous generators used on drilling rigs. The transaction was accounted for under the purchase method of accounting with goodwill approximating $\$ 5$ million.

## 3. INVENTORIES

Inventories consist of (in thousands):

Raw materials and supplies
Work in process
Finished goods and purchased products
Total

| $\begin{gathered} \text { September } 30 \text {, } \\ 2000 \end{gathered}$ |
| :---: |
|  |  |


| $\$ 61,840$ | $\$ 54,958$ |
| ---: | ---: |
| 56,874 | 46,722 |
| 267,621 | 246,344 |
| $-\cdots----\cdots$ |  |
| $\$ 386,335$ | $\$ 348,024$ |
| $=======$ | $=======$ |

## 4. RECENTLY ISSUED ACCOUNTING STANDARDS

In June 1998, the Financial Accounting Standards Board issued Statement No. 133, Accounting for Derivative Instruments and Hedging Activities. The Company expects to adopt the new Statement effective January 1, 2001. The Statement will require the Company to recognize all derivatives on the balance sheet at fair value. The Company has not completed its evaluation but currently does not anticipate that the adoption of this Statement will have a significant effect on its results of operations or financial position.

## 5. COMPREHENSIVE INCOME

The components of comprehensive income are as follows (in thousands):

|  | Quarter Ended September 30, |  | Nine Mon Septem | $\begin{aligned} & \text { Ended } \\ & 30, \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: |
|  | 2000 | 1999 | 2000 | 1999 |
| Net income/(loss) | \$11, 908 | \$ 474 | \$ 6,928 | \$ $(9,726)$ |
| Currency translation adjustments | 3,984 | $(4,898)$ | $(7,121)$ | 1,079 |
| Unrealized gains on securities | 162 | 146 | 732 | 528 |
| Comprehensive income/(loss) | \$16, 054 | \$(4,278) | \$ 539 | \$ $(8,119)$ |

## 6. BUSINESS SEGMENTS

Segment information (unaudited) follows (in thousands):

|  | Quarter Ended September 30, |  |  |  | Nine Months Ended September 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2000 |  | 1999 |  | 2000 |  | 1999 |
| Revenues from unaffiliated customers |  |  |  |  |  |  |  |  |
| Products and Technology | \$ | 152,972 | \$ | 93,611 | \$ | 441,856 |  | \$ 312,975 |
| Distribution Services |  | 133, 336 |  | 101, 263 |  | 378,647 |  | 304,176 |
| Intersegment revenues |  |  |  |  |  |  |  |  |
| Products and Technology |  | 13,846 |  | 5,659 |  | 35,157 |  | 21,343 |
| Distribution Services |  | 61 |  | 490 |  | 256 |  | 856 |
| Operating income (loss) |  |  |  |  |  |  |  |  |
| Products and Technology |  | 20,297 |  | 5,636 |  | 49,404 |  | 19,446 |
| Distribution Services |  | 3,892 |  | (633) |  | 7,388 |  | $(6,215)$ |
| Total profit for reportable segments |  | 24,189 |  | 5,003 |  | 56,792 |  | 13,231 |
| Special charge |  | -- |  | 321 |  | 13,000 |  | 1,779 |
| Unallocated corporate costs |  | $(1,950)$ |  | $(3,102)$ |  | $(9,451)$ |  | $(10,836)$ |
| Operating income |  | 22,239 |  | 1,580 |  | 34,341 |  | 616 |
| Net interest expense |  | $(3,699)$ |  | $(3,365)$ |  | $(11,748)$ |  | $(10,233)$ |
| Other income (expense) |  | 667 |  | 2,798 |  | $(7,802)$ |  | $(3,440)$ |
| Income/(loss) before income taxes | \$ | 19,207 | \$ | 1, 013 | \$ | 14,791 |  | \$ (13, 057) |


| $\begin{gathered} \text { September 30, } \\ 2000 \end{gathered}$ | $\begin{gathered} \text { September } 30, \\ 1999 \end{gathered}$ |  |
| :---: | :---: | :---: |
| \$1, 005, 554 | \$ | 746,634 |
| 219,480 |  | 187,420 |

Products and Technology
Distribution Services

## 7. SALE OF ASSETS

During June 2000, the Company liquidated a marketable securities portfolio maintained by IRI prior to the merger for $\$ 11.2$ million, generating a pre-tax loss on the sale of $\$ 8.5$ million ( $\$ 5.2$ million after-tax). Proceeds were used to pay down debt.

Included in Other Expense for the nine months ended September 30, 1999 are losses totaling $\$ 1.9$ million from the sale of assets related to two product lines. On June 17, 1999, the Company sold its tubular business for approximately $\$ 15$ million, generating a pre-tax loss of $\$ 0.9$ million ( $\$ 0.5$ million after-tax). Revenues and operating loss recorded in 1999 for the tubular business was $\$ 23.6$ million and \$0.6 million, respectively. On June 24, 1999 the Company sold its drill bit manufacturing business for approximately $\$ 12$ million, recording a pre-tax loss of $\$ 1.0$ million ( $\$ 0.6$ million after-tax). Revenues and operating income recorded in 1999 for the drill bit business was $\$ 6.1$ million and $\$ 0.1$ million, respectively.

In conjunction with the merger, the Company recorded a special charge of $\$ 13.0$ million, approximately half of which was direct transaction costs. The remaining amount pertains to severance payments related to the integration of administrative and operational functions. Cash payments related to all direct transaction costs and most severance payments are complete.

## 9. SUBSEQUENT EVENT

On October 30, 2000, the Company announced it had entered into a memorandum of understanding to acquire the stock of Maritime Hydraulics (Canada) Ltd. from Aker Maritime ASA for Canadian $\$ 25$ million (approximately U.S. \$16 million). Maritime Hydraulics Canada designs, manufactures and sells coiled tubing units and truck mounted wireline and nitrogen pumping units. The transaction will be accounted for in accordance with the purchase method of accounting and is expected to close in January 2001.

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

## INTRODUCTION

National Oilwell is a worldwide leader in the design, manufacture and sale of drilling systems, drilling equipment and downhole products as well as the distribution of maintenance, repair and operating products to the oil and gas industry. National Oilwell's revenues are directly related to the level of worldwide oil and gas drilling and production activities and the profitability and cash flow of oil and gas companies and drilling contractors, which in turn are affected by current and anticipated prices of oil and gas. Beginning in late 1997, oil prices declined to less than $\$ 15$ per barrel due to concerns about excess production, less demand from Asia due to an economic slowdown and warmer than average weather in many parts of the United States. The resulting lower demand for products and services had an increasingly negative effect on both business segments in 1999. Oil prices have recovered since late July 1999 to a range of $\$ 25-\$ 35$ per barrel. The higher prices have already resulted in higher revenues for National Oilwell and the Company expects its revenues to increase further if its customers gain confidence in sustained commodity prices at this level and as their cash flows from operations improve.

RESULTS OF OPERATIONS
Operating results by segment are as follows (in thousands):

|  | Quarter Ended September 30, |  | Nine Months Ended September 30, |  |
| :---: | :---: | :---: | :---: | :---: |
| Revenues | 2000 | 1999 | 2000 | 1999 |
| Products and Technology | \$ 166,818 | \$ 99,270 | \$ 477,013 | \$ 334,318 |
| Distribution Services | 133,397 | 101,753 | 378,903 | 305,032 |
| Eliminations | $(13,890)$ | $(6,153)$ | $(35,395)$ | $(22,210)$ |
| Total | \$ 286,325 | \$ 194,870 | \$ 820,521 | \$ 617,140 |
| Operating Income |  |  |  |  |
| Products and Technology | \$ 20,297 | \$ 5,636 | \$ 49,404 | \$ 19,446 |
| Distribution Services | 3,892 | (633) | 7,388 | $(6,215)$ |
| Corporate | $(1,950)$ | $(3,102)$ | $(9,451)$ | $(10,836)$ |
|  | 22,239 | 1,901 | 47,341 | 2,395 |
| Special charge | -- | 321 | 13,000 | 1,779 |
| Total | \$ 22,239 | \$ 1,580 | \$ 34,341 | \$ 616 |

## Products and Technology

The Products and Technology segment designs and manufactures a wide range of proprietary products, including drawworks, mud pumps, power swivels, electrical control systems and downhole motors and tools, as well as complete land drilling and well servicing rigs and structural components such as cranes, masts, derricks and substructures for offshore rigs. A substantial installed base of these products results in a recurring replacement parts and maintenance business. Sales of new capital equipment fluctuate between periods depending on the size and timing of order shipments. In addition, the segment provides pump expendable products for maintenance of National-Oilwell's and other manufacturers' equipment.

During February 2000, the Company completed its merger with Hitec ASA, a leading supplier of highly advanced systems and solutions, including leading-edge automation and remote control technologies, for the oil and gas industry. In connection therewith, the Company issued approximately 7.9 million shares of common stock and $\$ 4$ million in cash. Hitec's financial results are included in National Oilwell's consolidated results effective February 1, 2000. This transaction has been
accounted for as a purchase for financial reporting purposes with goodwill related to this transaction approximating $\$ 136$ million. With the addition of Hitec, the Company intends to expand its emphasis on technology, especially in the areas of automation and remotely controlled equipment.

On June 27, 2000, the Company issued 13.5 million shares of common stock for all of the outstanding shares of IRI. The transaction was a tax-free exchange and was recorded in accordance with the pooling-of-interests method of accounting. All prior periods have been restated. In conjunction with the merger, the Company recorded a special charge of $\$ 13.0$ million in June 2000, consisting principally of direct deal costs and employee severance payments. Integration of the merged companies was begun in the third quarter 2000 and included a comprehensive review of operations, product lines, staffing and facility needs, asset valuations and liabilities. This review process is currently ongoing and any additional charges will be recognized during the fourth quarter 2000 as the merger is fully implemented. The need for or amount of any additional charges has not been determined.

Effective September 1, 2000, the Company acquired the Wheatley Gaso and Omega pump product lines from Halliburton Company for approximately $\$ 13$ million. Goodwill related to this cash transaction approximated $\$ 3$ million and is accounted for under the purchase method of accounting.

On September 27, 2000, National Oilwell acquired the assets and certain liabilities of the Baylor Company and its subsidiaries in a cash transaction approximating $\$ 29$ million. Baylor designs and manufactures braking systems and large synchronous generators used on drilling rigs. The transaction was accounted for under the purchase method of accounting with goodwill approximating $\$ 5$ million.

Revenues for the Products and Technology segment increased by $\$ 68$ million (68\%) in the third quarter of 2000 as compared to the same quarter in 1999 due primarily to increased sales of capital equipment, drilling replacement and expendable pump parts, and downhole motors and tools. Revenues associated with Year 2000 acquisitions accounted for $\$ 19$ million, or approximately $28 \%$ of the increase. Operating income increased by $\$ 15$ million in the third quarter of 2000 compared to the same quarter in 1999 due principally to the higher revenue volume as margin percentage remained virtually the same. Year 2000 acquisitions accounted for $\$ 4$ million of the operating income increase.

Products and Technology revenues in the first nine months of 2000 increased $\$ 143$ million as compared to 1999 due to the overall improved market opportunities, as reflected in IRI results increasing by $\$ 37$ million (53\%) and the inclusion of Hitec revenues of $\$ 27$ million. Operating income increased by $\$ 30$ million, or $154 \%$, in the first nine months of 2000 as a result of the higher volumes with Year 2000 acquisitions accounting for $\$ 12$ million of the increase.

Backlog of the Products and Technology capital products was $\$ 180$ million at September 30, 2000 compared to $\$ 114$ million at December 31, 1999 and $\$ 49$ million at September 30, 1999. Backlog increased by $\$ 38$ million during the current quarter.

## Distribution Services

Distribution Services revenues result primarily from the sale of maintenance, repair and operating ("MRO") supplies from National Oilwell's network of distribution service centers and, prior to July 1999, from the sale of well casing and production tubing. These products are purchased from numerous manufacturers and vendors, including National Oilwell's Products and Technology segment. The Company sold its tubular product line in June 1999 for approximately $\$ 15$ million, generating a pre-tax loss of $\$ 0.9$ million ( $\$ 0.5$ million after-tax). Revenues and operating loss recorded in 1999 for the tubular operations were $\$ 23.6$ million and $\$ 0.6$ million, respectively.

Distribution Services revenues increased during the third quarter of 2000 over the comparable 1999 period by $\$ 32$ million. This $31 \%$ increase in MRO products reflects the enhanced drilling activity driven primarily by higher, more stable oil and gas prices. North American revenues account for all of this increase with Canada increasing $20 \%$ and the United States higher by $36 \%$. Operating income in the third quarter of 2000 of $\$ 3.9$ million was a $\$ 4.5$ million improvement over the third quarter of 1999, principally due to the higher revenue volume and improved margins.

Revenues for the Distribution Services segment increased $\$ 74$ million in the first nine months of 2000 when compared to the prior year. Reflecting the significant increase in oil prices between the periods, Canadian revenues were higher by $35 \%$ while MRO revenues in the United States were $20 \%$ greater. Operating income was $\$ 14$ million higher in the first nine months of 2000 when compared to 1999 and is attributable to the higher volume levels and favorable margin improvements resulting from the sale of the low margin tubular product line.

Corporate
Corporate costs during the third quarter of 2000 of $\$ 2$ million represent a significant reduction from prior quarters due to the elimination of the IRI corporate operations as a result of the merger. Corporate costs for the first nine months of 2000 of $\$ 9.5$ million were slightly lower than the 1999 comparable time frame.

## Interest Expense

Interest expense increased during the three months and nine months ended September 30, 2000 as compared to the prior year due to higher levels of debt incurred in connection with completed acquisitions.

## LIQUIDITY AND CAPITAL RESOURCES

At September 30, 2000 the Company had working capital of $\$ 470$ million, an increase of $\$ 18$ million from December 31, 1999. The Wheatley Gaso/Omega and Baylor Company acquisitions in September 2000 were accountable for a $\$ 43$ million increase in working capital at September 30, 2000. Significant increases in accounts receivable and inventory of $\$ 48$ million and $\$ 38$ million were partially offset by an increase in accounts payable of $\$ 53$ million. Cash and equivalents were reduced $\$ 23$ million and $\$ 15$ million of marketable securities were liquidated to repay outstanding debt.

Total capital expenditures were $\$ 17$ million during the first nine months of 2000 compared to $\$ 13$ million in the first nine months of 1999. Enhancements to information and inventory control systems represent a large portion of these capital expenditures. The Company believes it has sufficient existing manufacturing capacity to meet currently anticipated demand for its products and services.

The Company has a five-year unsecured $\$ 125$ million revolving credit facility which is available for acquisitions and general corporate purposes. The credit facility provides for interest at prime or LIBOR plus $0.375 \%$, subject to adjustment based on the Company's Capitalization Ratio, as defined. The credit facility contains financial covenants and ratios regarding minimum tangible net worth, maximum debt to capital and minimum interest coverage. The Company believes that cash generated from operations and amounts available under the credit facility will be sufficient to fund operations, working capital needs, capital expenditure requirements and financing obligations.

The Company intends to pursue acquisition candidates, but the timing, size or success of any acquisition effort and the related potential capital commitments cannot be predicted. The Company expects to fund future cash acquisitions primarily with cash flow from operations and borrowings, including the unborrowed portion of the credit facility or new debt issuances, but may also issue
additional equity either directly or in connection with acquisitions. There can be no assurance that additional financing for acquisitions will be available at terms acceptable to the Company.

## SPECIAL CHARGE

In conjunction with the merger, the Company recorded a special charge of $\$ 13.0$ million, approximately half of which was direct transaction costs. The remaining amount pertains to severance payments related to the integration of administrative and operational functions. Cash payments related to all direct transaction costs and most severance payments are complete.

FORWARD-LOOKING STATEMENTS

This document, other than historical financial information, contains forward-looking statements that involve risks and uncertainties. Such statements relate to the Company's revenues, sales of capital equipment, backlog, capacity, liquidity and capital resources and plans for acquisitions and any related financings. Readers are referred to documents filed by the Company with the Securities and Exchange Commission which identify significant risk factors which could cause actual results to differ from those contained in the forward-looking statements, including "Risk Factors" at Item 1 of the Annual Report on Form $10-\mathrm{K}$. Given these uncertainties, current or prospective investors are cautioned not to place undue reliance on any such forward-looking statements. The Company disclaims any obligation or intent to update any such factors or forward-looking statements to reflect future events or developments.

ITEM 6. EXHIBITS AND REPORTS ON FORM 8-K
(a) Exhibits
27.1 Financial Data Schedule
(b) Reports on Form 8-K

The Company has not filed any report on Form 8 -K 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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Date: November 14, }200
/s/ Steven W. Krablin
Steven W. Krablin
Principal Financial and Accounting Officer and Duly Authorized Signatory
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- ------
27.1

Financial Data Schedule

```
    9-MOS
    DEC-31-2000
        JAN-01-2000
        SEP-30-2000
                            25,047
            247,618
                        5,697
                386,335
        703,307
                            286,983
            110,884
        1,215,047
    233,659
        205,008
        803
            0
            762,022
1,215,047
        9
                                    0
                                    820,521
    820,521
                                    640,338
            640,338
                0
                    885
    12,945
        14,791
                        7,863
        6,928
            0
                0
            6,928
            0.09
        0.09
```

