



Electronic Insight in the welding and gas industry
March 2018 Edition

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Quarterly Reports


Lincoln Electric 4Q and Full Year 2017 Highlights

CLEVELAND (AP) _ Lincoln Electric Holdings Inc. (LECO) reported their fourth-quarter results:

- Sales of \$747.2 million, 32.5% increase verses last year.
 - 20.3% from acquisitions
 - 6.8% on higher volumes
 - 3.2% from price increases
 - 2.2% from favorable impact from foreign exchange
- Full Year Summary:
 - Net Income was \$247.5 million compared to \$198.4 million last year.
 - Sales increased 15.4% to \$2.6 billion. 8% from acquisitions, 4.2% from higher volumes, 2.4% from price increases and 0.8% from favorable impact foreign exchange.

Worthington Industries reports 2Q Fiscal 2018 Results

COLUMBUS, Ohio (AP) _ Worthington Industries Inc. (WOR)

- Net Sales of \$871.3 million, up from \$727.8 million last year
 - Net Earnings of \$39.4 million, down from \$46.6 million.
 - Pressure Cylinders net sales totaled \$300.9 million, up 55% over last year's quarter. Partly due to Amtrol acquisition and higher volumes.
 - June 2, 2017 Worthington acquired Amtrol, a leading manufacturer of pressure cylinders and water system tanks with operations in the U.S. and Europe for approximately \$283 million.
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Quarterly Reports

Colfax (ESAB Parent Company) Colfax Corp. (CFX) reported fourth quarter results:

- 4Q Net Sales of \$874 million up 7.6% from last year.
- Net Income of \$13 million verses \$42.8 million last year.
- Fabrication Technology Segment sales grew 6.9% and Air & Gas Handling sales decreased 14.9%.
- Completed two acquisitions:
 - Siemens Turbomachinery Equipment and EWAC Alloys Limited (India manufacturer of had facing applications).
- Colfax Year End Results:
 - Net Sales = \$3,300.2 million up from \$3,185.8 million last year.

Nucor CHARLOTTE, N.C. (AP) _ Nucor Corp. (NUE) reported fourth quarter and year end results:

- 4Q Net Sales increased 29% to \$5.09 billion from \$3.96 billion last year.
 - Total tons shipped were 6.54 million, a 13% increase compared to last year.
- Year End Net Earnings totaled \$1.38 billion compared to \$900 million last year.

**Attractive
Packaging for
any showroom!**



Quarterly Reports

Kimberly-Clark Tear-End 2017 results:

Kimberly-Clark Corp. (KMB) reported year end net sales of \$18.3 billion – less than a 1% increase compared to last year.

- 3Q operating profit was \$3,299 million compared to \$3,317 million last year
- Net Income was \$2.319 million compared to \$2,219 million last year.
- K-C Professional Segment (includes Jackson Products) sales were \$803 million, verses \$779 million last year (an increase of 3%).

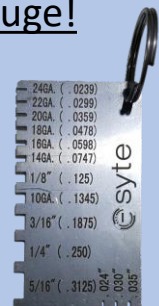
Illinois Tool Works (Miller Electric Parent Company) Reports 4th Quarter and Year-End results.

- 4Q Total revenue of \$3.6 billion, an increase of 7%
- 4Q quarter net income was \$640 million compared to \$535 million last year
- The Welding Segment (Miller Electric) posted total revenue of \$388 million with a operating margin of 26.4%.
- Organic revenue growth was positive in six of seven segments led by Test & Measurement (+9%), Welding (+6%) and Specialty Products (+5%).

E-PU-31 Inspection Mirror & Pick-Up Tool Set



Measure up with the Esyte E-MG metal gauge!



Quarterly Reports

Essendant Reports Fourth Quarter 2017 and Year End Results:

4Q Revenue declined 4.5% to \$1.2 billion.

JanSan Products: revenues of \$304 million, a **decrease** of \$(31.5) million or 9.4%, primarily driven by declines in the national retail channel.

Technology Products: revenues of \$285 million, a **decrease** of \$26.6 million or 8.5%, because of declines in the national retail channel.

Traditional Office Products: revenues of \$175.4 million, a **decrease** of \$8.8 million or 4.8%, due to sales declines in the independent dealer channel and the national retail channel.

Industrial Products: revenues of \$154.1 million, an **increase** of \$15.3 million or 11%, due to growth initiatives and energy market recovery.

Cut-sheet Paper Products: revenues of \$98.2 million, an **decrease** of \$3.3 million or 3.3%.

Automotive Products: revenues of \$87.4 million, an **increase** of \$9.4 million or 12.1%.

Office Furniture: revenues of \$56.2 million, a **decrease** of \$11 million or 16.4%.

Full Year 2017:

Revenue **declined** 5.8% year-over-year to \$5.0 Billion.

Essendant has launched a restructuring program to reduce its cost base, align organizational infrastructure to drive sales and provide capacity to invest in products with preferred suppliers and in growth categories. Essendant expects these initiatives to reduce costs in 2018 of more than \$50 million by 2020.

Outlook for 2018:

Full year net sales are expected to be down 3% to 6% from prior year.



Quarterly Reports

Air Products Reports Very Strong Fiscal 2018 First Quarter Results

LEHIGH VALLEY, Pa. (Oct 26, 2017) – Air Products (NYSE: APD)

- Total sales of \$2.2 billion, an increase of 18% from the prior year
 - 13% due to higher volumes, 2% due to higher pricing and 3% due to favorable currency.
- Adjusted Net income from operations was \$395 million, up 23% from last year.
- Industrial Gases – Americas sales of \$910 million increased 5% from last year primarily driven by strong hydrogen demand.
- Gasification successes: continued progress toward \$1.3 billion joint venture for Lu'An coal-to-syngas project in China; announced \$3.5 billion syngas joint venture with Yankuang Group in China; signed agreement to acquire Shell's coal gasification technology business; announced syngas supply agreement for BPCL's new petrochemical project in Kochi, India; announced major contracts for Samsung's next phases of expansion in both Pyeongtaek and Tangjeong, Korea.

Trimas Corp. (Norris Cylinder Parent Company) Reports 4th Quarter and Full Year results:

- 4Q Net Sales of \$195.2 million and increase of 5.2%. Year end sales of \$817.7 million an increase of 3%
- Engineered Components Segment (Norris Cylinder and Arrow Brands) 4Q total sales were \$30.4 million compared to last year sales at \$23.8 million. A 27.9% increase. Year end sales = \$127.3 million compared to \$118.8 million last year.



E-PU-12 telescopic magnetic pick up tool. Magnet can pick up to 16 Lbs.. Telescoping from 7-3/8" to 30"

Quarterly Reports

Chart Industries Reports Fourth Quarter and Year-end 2017 Results:

- Total 4th quarter sales of \$306 million, up 43% for the same period last year
- Backlog is \$461.3 million, up 35% from prior year.
- Full Year 2017 revenue of \$988.8 million, an increase of 15% from prior year and 5% organic growth.
- Completed Skaff Cryogenics acquisition in January 2018, which strategically builds their Distribution & Storage repair and refurbishment platform.

Esyte Company bursts into the market with innovative and exciting products: WE-2 Bluetooth Earphones!



Praxair Reports 4th Quarter and Year-End results:

- 4Q Net Sales of \$3.0 billion: an increase of 12%.
- 4Q adjusted operating profit was \$636 million, up 6% from last year
- North America 4Q sales were \$1.542 billion, up 9% from last year.
- 4Q tax charge of \$394 million related to the U.S. Tax Cuts and Jobs Act of 2017.
- 2017 Year-End Sales of \$11.4 billion, 9% above prior year.

ES-WIFI Endoscope: Perfect for weld inspections, boiler inspections, HVAC and automotive!



Industry Updates & News

Esyte Company Continues to Grow!

Esyte Company sales are increasing monthly through new customers, repeat customers, new products and services.



Lifetime Warranty Esyte
8" Pliers: Combination,
Diagonal and Long
Nose.

E-IM-05 Telescoping
inspection mirror extends
to 38"



- Point of Sales and Impulse buy products!
- Beautifully packaged!

DT8850H Infrared Thermometer:

Designed for industrial applications with a digital readout and a range of -58°F to 1562°F (-50°C – 850°C)



E-PU-13 –
Flexible
magnetic pick
up tool!



Y015 – 20-in-1 Multi-tool
with belt pouch.



E-ESC16 Money
Clip pocket
knife



Esyte Company Continues to Grow with New Products!



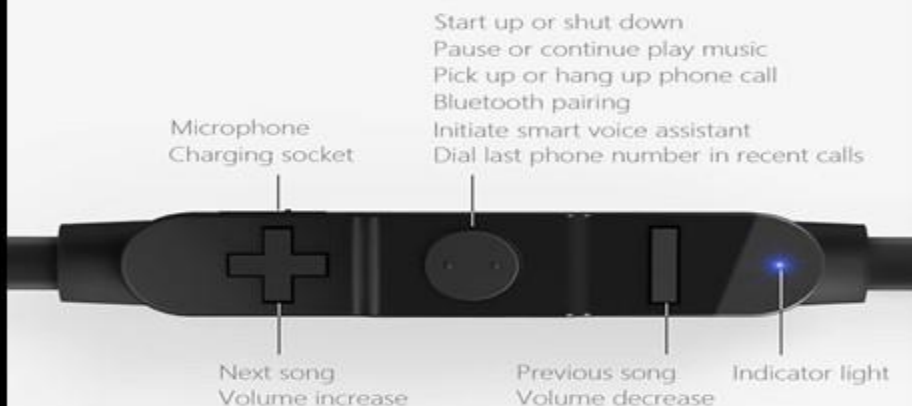
Dist Cost:
\$12.95

List:
\$21.95

- Magnetic backing to be worn on neck or wrist when not in use.
- Hi-Fi audio performance
- Intelligent Voice Assistant for all platforms
- Multiple Noise Reduction: Great call quality for both caller and receiver is guaranteed in all situations, thanks to the omnidirectional microphone that provides all-round noise reduction.

United Sound & Mind

With three-button blind-touch design, you can complete all operations subconsciously.



Package Contents:

- Silicone Ear Tips
- Universal Micro-USB Charging Cable
- 1 Set of Small Earphone Caps
- 1 Set of Large Earphone Caps
- (Medium Earphone Caps on Host)

Darwin Award Nominees



Industry Updates & News

DISTRUPTER ALERT! Amazon's entrance into delivery and what it means for distributors.

Amazon plans to launch a business delivery service that would rival that of FedEx and UPS, making the e-commerce giant significantly less reliant on those companies to deliver its packages. Amazon is preparing "Shipping With Amazon" or SWA – which would have Amazon pick up packages from business and deliver them to consumers or delivered directly from their distribution centers. The service is expected to start in Los Angeles in the coming weeks and expand from there as soon as this year. There have been rumors and many expected this to happen as Amazon ramped up its air cargo fleet over the past two years and just announced the launch of free two-hour delivery through its Prime Membership for products bought at Whole Foods (which Amazon bought last August). Nevertheless, Amazon officially has yet to confirm or deny this story. Some quick financials: * Full year 2017 sales = \$177.9 Billion (up 31% from last year).

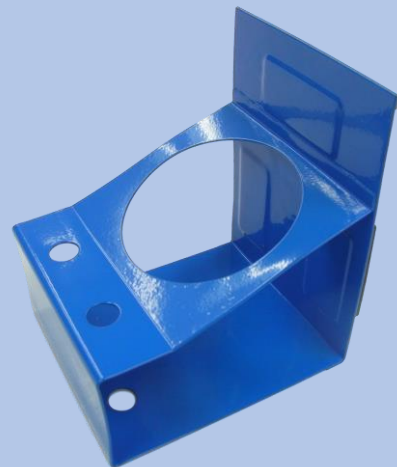
* North American 4Q revenue = 37 Billion (up 42% from last year)

As a result, Distributors are faced with a direct competitor and will need to increase the efficiency and value of their products and services. Imagine competing against a local distributor that delivers in two hours, has competitive prices, very low delivery costs, is already in everyone's home and businesses (Alexa) and an online presence second to none? It's now the Billion Pound Gorilla - SCARY!

On the other hand, for those of us that use FedEx, USPS and UPS, it's good to see another competitor that may force them to reduce their prices.

E7071 Magnetic can holder

Keep your anti-spatter, spray galv, crack test, energy drink or beer close by. Three rubber coated magnets wont scratch the surface adhered to. Two small holes in front can be used for screwdrivers or other tools.



New Product Announcements!

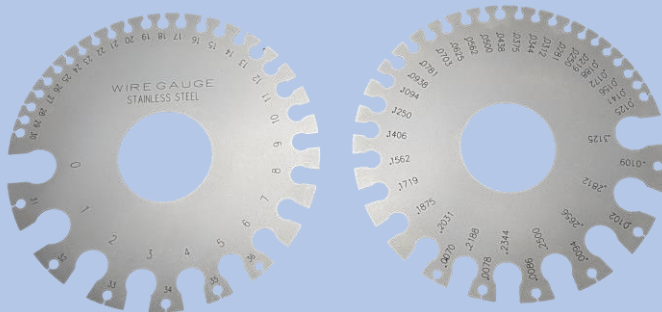
Part Number: E6600

Description: Magnetic TIG Torch Holder. A powerful 2-3/4" magnet secures to your workbench, welding table or welding machine to keep your TIG gun secure when not in use. It works in vertical or horizontal positions.



Part Number: E-RMG

Description: Stainless steel gauge non-ferrous wire (such as copper, brass, etc.) and gauging uncoated sheet and plate iron or steel. Engraved measurement markings for durability. Measures 0 – 36 gauge on one side and .007" to .3125" on the other. 3.31" diameter x 3/32" thick.

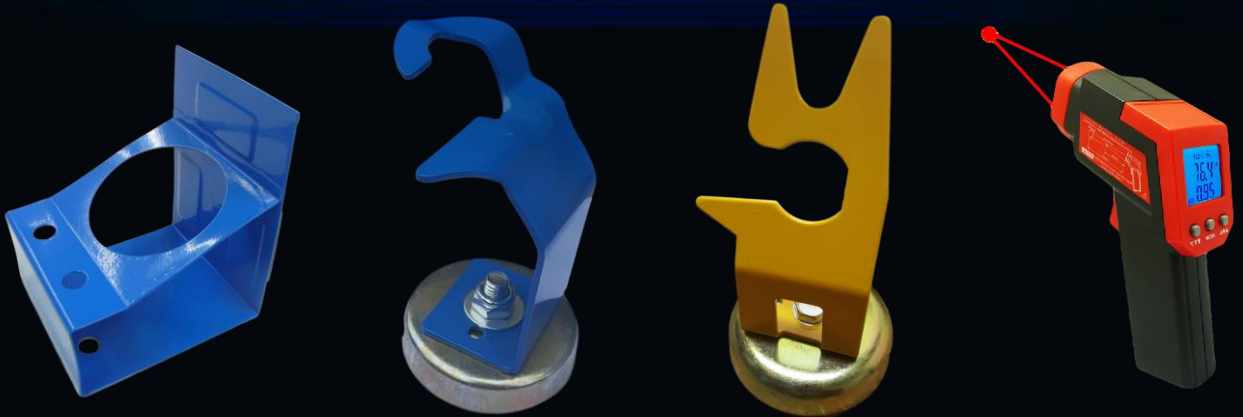


Coming Soon: Esysite Fillet Gauge and Esysite Cam Bridge Gauges.
An announcement will be made when available!





Electronic Insight in the welding and gas industry



Visit www.esyte.net to view all products available.

