

AZZ INC  
Form 10-Q  
July 01, 2015

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

FORM 10-Q

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

For the quarterly period ended May 31, 2015

OR

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

Commission file number 1-12777

AZZ incorporated  
(Exact name of registrant as specified in its charter)

TEXAS  
(State or other jurisdiction of  
incorporation or organization)

75-0948250  
(I.R.S. Employer  
Identification No.)

One Museum Place, Suite 500  
3100 West Seventh Street  
Fort Worth, Texas  
(Address of principal executive offices)  
(817) 810-0095

76107  
(Zip Code)

Registrant's telephone number, including area code:  
NONE

(Former name, former address and former fiscal year, if changed since last report)

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 the definitions of "large accelerated filer", "accelerated filer" and "smaller reporting company" in Rule 12b-2 of the Exchange Act. (Check one):

Large accelerated filer ☒ Accelerated filer ☐

Non-accelerated filer ☐ Smaller Reporting Company ☐

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act). Yes ☐ No ☒

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

Title of each class:	Outstanding at May 31, 2015:
Common Stock, \$1.00 par value per share	25,770,861

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AZZ incorporated  
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## PART I. FINANCIAL INFORMATION

## Item 1. Financial Statements

## CONDENSED CONSOLIDATED BALANCE SHEETS

	5/31/2015	2/28/2015
	(In thousands, except per share data)	
	(Unaudited)	
Assets		
Current assets:		
Cash and cash equivalents	\$45,764	22,527
Accounts receivable (net of allowance for doubtful accounts of \$1,568 as of May 31, 2015 and \$1,472 as of February 28, 2015)	130,040	125,638
Inventories:		
Raw material	66,626	62,794
Work-in-process	42,770	42,001
Finished goods	4,485	2,902
Costs and estimated earnings in excess of billings on uncompleted contracts	55,329	33,676
Deferred income taxes	3,499	4,526
Prepaid expenses and other	9,421	4,570
Total current assets	357,934	298,634
Property, plant and equipment, net	195,830	196,583
Goodwill	279,095	279,074
Intangibles and other assets, net	158,301	162,623
	\$991,160	\$936,914
Liabilities and Shareholders' Equity		
Current liabilities:		
Accounts payable	\$52,173	\$49,580
Income tax payable	6,727	2,888
Accrued salaries and wages	17,976	17,046
Other accrued liabilities	20,334	18,287
Customer advance payments	29,718	28,401
Profit sharing	6,550	6,400
Billings in excess of costs and estimated earnings on uncompleted contracts	5,891	4,674
Debt due within one year	22,270	21,866
Total current liabilities	161,639	149,142
Debt due after one year	344,821	315,982
Deferred income taxes	47,443	51,738
Total liabilities	553,903	516,862
Commitments and contingencies		
Shareholders' equity:		
Common stock, \$1 Par Value, Shares Authorized 100,000 (25,771 Shares at May 31, 2015 and 25,732 Shares at February 28, 2015)	25,771	25,732
Capital in excess of par value	29,190	27,706
Retained earnings	405,505	389,446
Accumulated other comprehensive loss	(23,209	) (22,832
Total shareholders' equity	437,257	420,052
	\$991,160	\$936,914

The accompanying notes are an integral part of the condensed consolidated financial statements.

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## CONDENSED CONSOLIDATED STATEMENTS OF INCOME

	Three Months Ended	
	5/31/2015	5/31/2014
	(In thousands)	
	(Unaudited)	
Net sales	\$228,888	\$216,126
Cost of sales	169,584	160,738
Gross margin	59,304	55,388
Selling, general and administrative	26,419	27,541
Operating income	32,885	27,847
Interest expense	3,847	4,209
Net gain on sale of property, plant and equipment and insurance proceeds	(424)	(27)
Other (income) expense - net	307	(31)
Income before income taxes	29,155	23,696
Income tax expense	9,231	8,771
Net income	\$19,924	\$14,925
Earnings per common share		
Basic earnings per share	\$0.77	\$0.58
Diluted earnings per share	\$0.77	\$0.58

The accompanying notes are an integral part of the condensed consolidated financial statements.

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CONDENSED CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME

	Three Months Ended	
	5/31/2015	5/31/2014
	(In thousands)	
	(Unaudited)	
Net income	\$19,924	\$14,925
Other comprehensive income (loss):		
Foreign currency translation adjustments		
Unrealized translation gains (losses)	(363	) 3,007
Interest rate swap, net of income tax of \$7 and \$7, respectively.	(14	) (14
Other comprehensive income (loss)	(377	) 2,993
Comprehensive income	\$19,547	\$17,918

The accompanying notes are an integral part of the condensed consolidated financial statements.

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## CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS

	Three Months Ended	
	5/31/2015	5/31/2014
	(In thousands)	
	(Unaudited)	
Cash Flows From Operating Activities:		
Net income	\$ 19,924	\$ 14,925
Adjustments to reconcile net income to net cash provided by operating activities:		
Provision for doubtful accounts	101	(197 )
Amortization and depreciation	11,063	11,538
Deferred income taxes	(3,270 )	(462 )
Net gain on sale of property, plant & equipment and insurance proceeds	(424 )	(27 )
Amortization of deferred borrowing costs	343	366
Share-based compensation expense	771	1,139
Effects of changes in assets & liabilities:		
Accounts receivable	(4,230 )	(14,591 )
Inventories	(6,258 )	(6,551 )
Prepaid expenses and other	(5,013 )	(2,688 )
Other assets	73	78
Net change in billings related to costs and estimated earnings on uncompleted contracts	(20,534 )	(3,838 )
Accounts payable	2,957	13,938
Other accrued liabilities and income taxes payable	9,219	(1,536 )
Net cash provided by operating activities	4,722	12,094
Cash Flows From Investing Activities:		
Proceeds from sale or insurance settlement of property, plant, and equipment	262	34
Purchase of property, plant and equipment	(6,470 )	(5,854 )
Net cash used in investing activities	(6,208 )	(5,820 )
Cash Flows From Financing Activities:		
Excess tax benefits (expense) from share-based compensation	(138 )	366
Proceeds from revolving loan	59,481	10,000
Payments on revolving loan	(14,080 )	—
Payments on long term debt	(16,161 )	(15,223 )
Payments of dividends	(3,865 )	(3,590 )
Net cash (used in) provided by financing activities	25,237	(8,447 )
Effect of exchange rate changes on cash	(514 )	256
Net increase (decrease) in cash & cash equivalents	23,237	(1,917 )
Cash & cash equivalents at beginning of period	22,527	27,565
Cash & cash equivalents at end of period	\$ 45,764	\$ 25,648
Supplemental disclosures		
Cash paid for interest	\$ 2,859	\$ 3,498
Cash paid for income taxes	\$ 3,583	\$ 6,486

The accompanying notes are an integral part of the condensed consolidated financial statements.



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## CONSOLIDATED STATEMENT OF SHAREHOLDERS' EQUITY

(In thousands)

(unaudited)

	Common Stock		Capital in	Retained	Accumulated	Total
	Shares	Amount	Excess of Par Value	Earnings	Other Comprehensive Income (Loss)	
Balance at February 28, 2015	25,732	\$25,732	\$27,706	\$389,446	\$ (22,832 )	\$420,052
Stock compensation	—	—	771	—	—	771
Restricted stock units	2	2	(40 )	—	—	(38 )
Stock issued for SARs	7	7	(165 )	—	—	(158 )
Employee stock purchase plan	30	30	1,056	—	—	1,086
Excess tax benefits (expense) from share-based compensation	—	—	(138 )	—	—	(138 )
Cash dividend paid	—	—	—	(3,865 )	—	(3,865 )
Net income	—	—	—	19,924	—	19,924
Foreign currency translation	—	—	—	—	(363 )	(363 )
Interest rate swap, net of \$7 income tax	—	—	—	—	(14 )	(14 )
Balance at May 31, 2015	25,771	\$25,771	\$29,190	\$405,505	\$ (23,209 )	\$437,257

The accompanying notes are an integral part of the condensed consolidated financial statements.

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AZZ incorporated

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

1. The Company and Basis of Presentation

AZZ incorporated ("AZZ", the "Company", "our" or "we") was established in 1956 and incorporated under the laws of the State of Texas. We are a global provider of galvanizing services, welding solutions, specialty electrical equipment and highly engineered services to the power generation, transmission, distribution, refining and industrial markets. We operate in two segments; Energy and Galvanizing Services. AZZ Galvanizing Services is a leading provider of metal finishing solutions for corrosion protection, including hot dip galvanizing to the North American steel fabrication industry. AZZ Energy is dedicated to delivering safe and reliable transmission of power from generation sources to end customers, and automated weld overlay solutions for corrosion and erosion mitigation to critical infrastructure in the energy markets worldwide.

Presentation

The accompanying condensed consolidated balance sheet as of February 28, 2015, which was derived from audited financial statements, and the unaudited condensed consolidated financial statements have been prepared in accordance with accounting principles generally accepted in the United States of America ("U.S. GAAP") for interim financial information and in accordance with the instructions to Form 10-Q and Article 10 of Regulation S-X. Accordingly, they do not include all of the information and footnotes required by U.S. GAAP for complete consolidated financial statements. These financial statements should be read in conjunction with the audited financial statements and related notes for the fiscal year ended February 28, 2015, included in the Company's Annual Report on Form 10-K covering such period.

Our fiscal year ends on the last day of February and is identified as the fiscal year for the calendar year in which it ends. For example, the fiscal year ended February 28, 2015 is referred to as fiscal 2015.

In the opinion of management, the accompanying unaudited consolidated financial statements include all adjustments, consisting only of normal recurring adjustments, which are necessary to present fairly the financial position of the Company as of May 31, 2015, the results of its operations for the three months ended May 31, 2015 and 2014, and cash flows for the three months ended May 31, 2015 and 2014. These interim results are not necessarily indicative of results for a full year.

New Accounting Pronouncements

In April 2015, the Financial Accounting Standards Board ("FASB") issued Accounting Standards Update ("ASU") 2015-03, "Interest-Imputation of Interest (Subtopic 835-30): Simplifying the Presentation of Debt Issuance Costs." ASU 2015-03 requires that debt issuance costs related to a recognized debt liability be presented in the balance sheet as a direct deduction from the carrying amount of that debt liability, consistent with debt discounts. Currently, debt issuance costs are recognized as deferred charges and recorded as other assets. The guidance is effective for annual and interim periods beginning after December 15, 2015 with early adoption permitted and is to be implemented retrospectively. Adoption of the new guidance will only affect the presentation of the Company's consolidated balance sheets and will have no impact to our financial statements.

In May 2014, the FASB issued ASU 2014-09, "Revenue from Contracts with Customers", issued as a new Topic, Accounting Standards Codification (ASC) Topic 606 ("ASU 2014-09"). The new revenue recognition standard provides a five-step analysis of transactions to determine when and how revenue is recognized. The premise of the guidance is that a Company should recognize revenue to depict the transfer of promised goods or services to customers in an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods or services. ASU 2014-09 can be adopted by the Company either retrospectively or as a cumulative-effect adjustment as of the date of adoption. On April 1, 2015, the FASB decided to defer the effective date of the new revenue standard by one year. As a result, public entities would apply the new revenue standard to annual reporting periods beginning after December 15, 2017. This standard will be effective for the Company beginning in fiscal 2019. The Company is currently evaluating the new guidance and has not determined the impact this standard may have on

its financial statements or decided upon the method of adoption.

## 2. Earnings Per Share

Earnings per share is based on the weighted average number of shares outstanding during each period, adjusted for the dilutive effect of stock awards.

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

	Three Months ended May 31, 2015                      2014 (Unaudited) (In thousands except per share data)	
Numerator:		
Net income for basic and diluted earnings per common share	\$ 19,924	\$ 14,925
Denominator:		
Denominator for basic earnings per common share—weighted average shares	25,756	25,623
Effect of dilutive securities:		
Employee and Director stock awards	106	116
Denominator for diluted earnings per common share	25,862	25,739
Earnings per share basic and diluted:		
Basic earnings per common share	\$0.77	\$0.58
Diluted earnings per common share	\$0.77	\$0.58

### 3. Share-based Compensation

The Company has one share-based compensation plan, the 2014 Long Term Incentive Plan (the “Plan”) under which share-based compensation may currently be granted. The purpose of the Plan is to promote the growth and prosperity of the Company by permitting the Company to grant to its employees, directors and advisors various types of restricted stock unit awards, performance share units, and stock appreciation rights. The maximum number of shares that may be issued under the Plan is 1,500,000 shares. As of May 31, 2015 the Company has approximately 1,397,482 shares available for future issuance under the Plan. In addition, certain share-based awards are outstanding under the Company's Amended and Restated 2005 Long Term Incentive Plan, which was replaced by the Plan.

#### Restricted Stock Unit Awards

Restricted stock unit awards are valued at the market price of our common stock on the grant date. These awards generally have a three year cliff vesting schedule but may vest early in accordance with the Plan’s accelerated vesting provisions.

The activity of our non-vested restricted stock unit awards for the three months ended May 31, 2015 is as follows:

	Restricted Stock Units	Weighted Average Grant Date Fair Value
Non-Vested Balance as of February 28, 2015	77,446	\$41.31
Granted	47,113	46.65
Vested	(10,134)	) 25.67
Forfeited	(2,137)	) 44.15
Non-Vested Balance as of May 31, 2015	112,288	\$45.26

#### Performance Share Unit Awards

Performance share unit awards are valued at the market price of our common stock on the grant date. These awards have a three year performance cycle and will vest and become payable, if at all, on the third anniversary of the award date. The awards are subject to the Company’s degree of achievement of a target annual average adjusted return on assets during these three year periods. In addition, a multiplier may be applied to the total awards granted which is based on the Company’s total shareholder return during such three year period in comparison to a defined industry peer group as set forth in the agreement. For the three months ended May 31, 2015, the Company issued 28,553

performance share unit awards with a weighted average grant date fair value of \$46.65.

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Stock appreciation rights are granted with an exercise price equal to the market value of our common stock on the date of grant. These awards generally have a contractual term of 7 years and vest ratably over a period of three years although some may vest immediately on issuance. These awards are valued using the Black-Scholes option pricing model.

A summary of the Company's stock appreciation rights activity for the three months ended May 31, 2015 is as follows:

	SAR's	Weighted Average Exercise Price
Outstanding as of February 28, 2015	376,982	\$31.27
Granted	—	—
Exercised	(5,128	) 23.69
Forfeited	(4,078	) 44.42
Outstanding as of May 31, 2015	367,776	\$31.23
Exercisable as of May 31, 2015	258,856	\$25.69

The average remaining contractual term for those stock appreciation rights outstanding at May 31, 2015 is 3.85 years, with an aggregate intrinsic value of \$17.6 million. The average remaining contractual terms for those stock appreciation rights that are exercisable as of May 31, 2015 is 3.12 years, with an aggregate intrinsic value of \$12.4 million.

**Employee Stock Purchase Plan**

The Company also has an employee stock purchase plan, which allows employees of the Company to purchase common stock of the Company through accumulated payroll deductions. Offerings under this plan have a duration of 24 months (the "offering period"). On the first day of an offering period (the "enrollment date") the participant is granted the option to purchase shares on each exercise date at the lower of 85% of the market value of a share of our common stock on the enrollment date or the exercise date. The participant's right to purchase common stock under the plan is restricted to no more than \$25,000 per calendar year and the participant may not purchase more than 5,000 shares during any offering period. Participants may terminate their interest in a given offering or a given exercise period by withdrawing all of their accumulated payroll deductions at any time prior to the end of the offering period. The fair value of the estimated number of shares to be issued under each offering is determined using the Black-Scholes option pricing model. For the three months ended May 31, 2015, the Company issued 29,995 shares under the Employee Stock Purchase Plan.

Share-based compensation expense and related income tax benefits related to all the plans listed above were as follows:

Period ended May 31,	2015	2014
	(In thousands)	
Compensation Expense	\$771	\$1,139
Income tax benefits	\$270	\$399

Unrecognized compensation cost related to restricted stock units, performance share unit awards, stock appreciation rights, and the employee stock purchase plan at May 31, 2015 totals \$7.1 million.

The Company's policy is to issue shares required under these plans from the Company's authorized but unissued shares and treasury shares.



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## 4. Segments

We have two operating segments, Energy and Galvanizing Services, as defined in our Annual Report on Form 10-K for the year ended February 28, 2015. Information regarding operations and assets by segment is as follows:

	Three Months Ended May 31,	
	2015	2014
	(Unaudited)	
	(In thousands)	
Net Sales:		
Energy	\$137,003	\$130,521
Galvanizing Services	91,885	85,605
Total net sales	228,888	216,126
Operating Income:		
Energy	17,956	13,657
Galvanizing Services	22,094	22,010
Corporate	(7,165	) (7,820
Total operating income	32,885	27,847
Interest expense	3,847	4,209
Net gain on sale of property, plant and equipment and insurance proceeds	(424	) (27
Other (income) expense, net	307	(31
Income before income taxes	\$29,155	\$23,696
Total Assets:		
Energy	\$556,308	\$559,341
Galvanizing Services	374,905	383,612
Corporate	59,947	40,586
	\$991,160	\$983,539

## Financial Information About Geographical Areas

Below is a breakdown of selected financial information by geographical area:

	Three Months Ended May 31,	
	2015	2014
	(Unaudited)	
	(In thousands)	
Net Sales:		
U.S.	\$182,270	\$176,439
International	46,618	39,687
Total Net Sales	\$228,888	\$216,126





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	May 31, 2015	February 28, 2015
Property, Plant and Equipment, Net:		
U.S.	173,562	173,712
Canada	19,931	20,289
Other Countries	2,337	2,582
Total Property, Plant and Equipment, Net	\$ 195,830	\$ 196,583

## 5. Warranty Reserves

A reserve has been established to provide for the estimated future cost of warranties on a portion of the Company's delivered products and is classified within accrued liabilities on the consolidated balance sheet. Management periodically reviews the reserves and makes adjustments accordingly. Warranties cover such factors as non-conformance to specifications and defects in material and workmanship. The following table shows changes in the warranty reserves since the end of fiscal 2015:

	Warranty Reserve (unaudited) (in thousands)	
Balance at February 28, 2015	\$2,287	
Warranty costs incurred	(439	)
Additions charged to income	844	
Balance at May 31, 2015	\$2,692	

## 6. Realignment Costs

As part of AZZ's ongoing efforts to optimize cost and effectiveness, during fiscal 2015, the Company underwent a review of its current management structure with respect to its segment and corporate operations and recorded realignment costs related to severance associated with changes needed to improve management efficiency and accountability. We also reserved for the disposition and write off of certain fixed assets in connection with the realignment. The total cost related to the realignment is estimated to be \$4.0 million. One-time severance costs totaling \$1.3 million were included in Selling, General and Administrative Expense for the year ending February 28, 2015. The loss recognized from the disposition of certain fixed assets totaling \$2.7 million was included in Costs of Sales for the year ending February 28, 2015. The following table shows changes in the realignment accrual:

	Realignment Accrual (unaudited) (in thousands)	
Realignment reserve balance as of February 28, 2015	\$456	
Realignment costs utilized	(27	)
Realignment reserve balance as of May 31, 2015	\$429	

## 7. Subsequent Events

On June 5, 2015, we completed the acquisition of substantially all the assets of US Galvanizing, LLC, a provider of steel corrosion coating services and a wholly-owned subsidiary of Trinity Industries, Inc. The acquisition of the US Galvanizing, LLC assets includes six galvanizing facilities located in Hurst, Texas; Kennedale, Texas; Big Spring, Texas; San Antonio, Texas; Morgan City, Louisiana; and Kosciusko, Mississippi. Additionally, the transaction includes Texas Welded Wire, a secondary business integrated within U.S. Galvanizing's Hurst, Texas facility.

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As part of this acquisition, AZZ and Meyer Steel Structures, a leading manufacturer of steel structures for electricity transmission and distribution and a wholly-owned subsidiary of Trinity Industries, Inc., have entered into a long-term supply and service agreement where AZZ will be the primary supplier of hot-dip galvanizing services for Meyer Steel Structures. US Galvanizing LLC was acquired to expand AZZ's existing geographic footprint in North America.

The purchase agreement provided for AZZ's acquisition of all the assets, excluding prepaid assets, of US Galvanizing, LLC along with trade accounts payable in exchange for cash consideration.

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

#### FORWARD LOOKING STATEMENTS

Certain statements herein about our expectations of future events or results constitute forward-looking statements for purposes of the safe harbor provisions of The Private Securities Litigation Reform Act of 1995. You can identify forward-looking statements by terminology such as "may," "should," "expects," "plans," "anticipates," "believes," "estimates," "predicts," "potential," "continue," or the negative of these terms or other comparable terminology. Such forward-looking statements are based on currently available competitive, financial and economic data and management's views and assumptions regarding future events. Such forward-looking statements are inherently uncertain, and investors must recognize that actual results may differ from those expressed or implied in the forward-looking statements. In addition, certain factors could affect the outcome of the matters described herein. This Quarterly Report on Form 10-Q may contain forward-looking statements that involve risks and uncertainties including, but not limited to, changes in customer demand and response to products and services offered by AZZ, including demand by the power generation markets, electrical transmission and distribution markets, the industrial markets, and the hot dip galvanizing markets; prices and raw material cost, including zinc and natural gas which are used in the hot dip galvanizing process; changes in the political stability and economic conditions of the various markets that AZZ serves, foreign and domestic, customer requested delays of shipments, acquisition opportunities, currency exchange rates, adequacy of financing, and availability of experienced management and employees to implement AZZ's continued growth strategy; a downturn in market conditions in any industry relating to the products we inventory or sell or the services that we provide; the continuing economic volatility in the U.S. and other markets in which we operate; acts of war or terrorism inside the United States or abroad; and other changes in economic and financial conditions. AZZ has provided additional information regarding risks associated with the business in AZZ's Annual Report on Form 10-K for the fiscal year ended February 28, 2015 and other filings with the SEC, available for viewing on AZZ's website at [www.azz.com](http://www.azz.com) and on the SEC's website at [www.sec.gov](http://www.sec.gov).

You are urged to consider these factors carefully in evaluating the forward-looking statements herein and are cautioned not to place undue reliance on such forward-looking statements, which are qualified in their entirety by this cautionary statement. These statements are based on information as of the date hereof and AZZ assumes no obligation to update any forward-looking statements, whether as a result of new information, future events, or otherwise.

The following discussion should be read in conjunction with management's discussion and analysis contained in our Annual Report on Form 10-K for the fiscal year ended February 28, 2015, and with the condensed consolidated financial statements and notes thereto included in this Quarterly Report on Form 10-Q.

#### RESULTS OF OPERATIONS

We have two operating segments, Energy and Galvanizing Services, as defined in our Annual Report on Form 10-K for the fiscal year ended February 28, 2015. Management believes that the most meaningful analysis of our results of operations is to analyze our performance by segment. We use revenue and operating income by segment to evaluate our segments. Segment operating income consists of net sales less cost of sales and selling, general and administrative expenses that are specifically identifiable to a segment. For a reconciliation of segment operating income to pretax income, see Note 4 to our quarterly consolidated financial statements included in this Quarterly Report on Form 10-Q.

#### Orders and Backlog

Our entire backlog relates to our Energy Segment. Our backlog was \$318.9 million as of May 31, 2015, a decrease of \$13.7 million, or 4.1%, as compared to \$332.6 million as of February 28, 2015. Our backlog increased \$9.8 million, or 3.2%, as compared to the same period in the prior fiscal year. Our book-to-ship ratio increased from 0.93 to 1 to 0.94 to 1 and incoming orders increased \$15.0 million, or 7.5%, for the quarter as compared to the same period in fiscal 2015. The table below includes the progression of the backlog:



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## Backlog Table

(in thousands)(unaudited)

	Period Ended		Period Ended	
Backlog	2/28/2015	\$332,595	02/28/2014	\$325,013
Bookings		215,156		200,158
Shipments		228,888		216,126
Backlog	5/31/2015	318,863	5/31/2014	309,045
Book to Ship Ratio		0.94		0.93
Segment Revenues				

For the three months ended May 31, 2015, consolidated revenues increased \$12.8 million, or 5.9%, as compared to the same period in fiscal 2015.

The following table reflects the breakdown of revenue by segment:

	Three Months Ended	
	5/31/2015	5/31/2014
	(In thousands)(unaudited)	
Revenue:		
Energy	\$137,003	\$130,521
Galvanizing Services	91,885	85,605
Total Revenue	\$228,888	\$216,126

Revenues for the Energy Segment increased 5.0% for the three months ended May 31, 2015, to \$137.0 million as compared to the same period in fiscal 2015. This increase is attributable to the implementation of new technology within our welding solutions lines that has gained traction within the market along with significant increases in field projects within the refining industry. Revenues generated by our legacy electrical business were fairly consistent with prior year, while the revenue from our nuclear service lines was slightly down due to shipping delays related to customer approval processes.

Revenues for the Galvanizing Services Segment increased 7.3% for the three months ended May 31, 2015, to \$91.9 million as compared to the same period in fiscal 2015. The increase is attributable to higher volumes primarily within the central portion of the United States and the acquisition of Zalk Steel on June 30, 2014.

## Segment Operating Income

Operating income for the Energy Segment increased by \$4.3 million, or 31.5%, for the three months ended May 31, 2015 as compared to the same period in fiscal 2015. The increase in operating income relative to the same period in the prior year was attributable to higher sales volume, improved gross margins and lower selling, general and administrative costs as a percentage of sales.

Operating income for the Galvanizing Services Segment increased by \$0.1 million, or 0.4%, for the three months ended May 31, 2015 as compared to the same period in fiscal 2015. This slight increase was attributable to the increased sales volumes discussed previously, the receipt of \$0.3 million in business interruption insurance proceeds and lower selling, general and administrative costs as a percentage of sales, which were partially offset by higher zinc costs. During the three months ended May 31, 2014, the Galvanizing Services Segment received \$2.3 million in business interruption proceeds. Excluding the receipt of business interruption proceeds, operating income would have been \$21.8 million and \$19.7 million for May 31, 2015 and 2014, respectively, resulting in a 10.7% increase in the current quarter when compared to the same period in fiscal 2015.

Corporate expenses decreased by \$0.7 million, or 8.4%, for the three months ended May 31, 2015 as compared to the same period in fiscal 2015. This decrease is attributable to various cost reduction efforts and efficiencies.

## Interest

Interest expense for the three months ended May 31, 2015 decreased \$0.4 million, or 8.6%. This decrease is the result of lower borrowings during fiscal 2016 as compared to fiscal 2015. As of May 31, 2015, we had outstanding debt of

\$367.1 million, compared to \$400.4 million outstanding as of May 31, 2014. Our debt to equity ratio was 0.84 to 1 as of May 31, 2015, compared to 1.02 to 1 as of May 31, 2014.



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### Net Gain On Sale of Property, Plant and Equipment and Insurance Proceeds

For the three months ended May 31, 2015, the Company recorded a net gain of \$0.4 million as a result of insurance proceeds received along with a gain on the sale of our St. Catharines property located in Ontario, Canada. For the three months ended May 31, 2014, the Company recorded an insignificant gain due to sales from miscellaneous equipment.

### Other (Income) Expense

For the three months ended May 31, 2015, the amounts in other (income) expense was an expense of \$0.3 million, which is attributable to foreign exchange losses. For the three month period ended May 31, 2014, the amounts recorded to other (income) expense were insignificant.

### Income Taxes

The provision for income taxes reflects an effective tax rate of 31.7% for the three months ended May 31, 2015, as compared to 37.0% for the same period in fiscal 2015. The decrease in rate is primarily attributable to capturing certain state tax benefits.

## LIQUIDITY AND CAPITAL RESOURCES

We have historically met our cash needs through a combination of cash flows from operating activities along with bank and long term borrowings. Our cash requirements are generally for operating activities, cash dividend payments, capital improvements, debt repayment, letters of credit and acquisitions. We believe that our cash position, cash flows from operating activities and our expectation of continuing availability to draw upon our credit agreements are sufficient to meet our cash flow needs for the foreseeable future.

For the three months ended May 31, 2015, net cash provided by operating activities was \$4.7 million, net cash used in investing activities was \$6.2 million, and net cash provided by financing activities was \$25.2 million, resulting in a net increase in cash and cash equivalents of \$23.2 million. In comparison to fiscal 2015, the results in the statement of cash flows for the three months ended May 31, 2015, are attributable to increased net income, fluctuations in billings related to costs and estimated earnings on uncompleted contracts, and increased borrowings under our Credit Agreement.

Our working capital was \$196.3 million as of May 31, 2015, as compared to \$171.9 million at May 31, 2014. The change in working capital for the compared periods is mainly attributable to an increase in costs and estimated earnings in excess of billings on uncompleted contracts which is partially offset by an increase in accounts payable and various other current liabilities.

On March 27, 2013, we entered into a Credit Agreement (the "Credit Agreement") with Bank of America and other lenders. The Credit Agreement provides for a \$75.0 million term facility and a \$225.0 million revolving credit facility that includes a \$75.0 million "accordion" feature. The Credit Agreement is used to provide for working capital needs, capital improvements, dividends, future acquisitions and letter of credit needs.

Interest rates for borrowings under the Credit Agreement are based on either a Eurodollar Rate or a Base Rate plus a margin ranging from 1.0% to 2.0% depending on our Leverage Ratio. The Eurodollar Rate is defined as LIBOR for a term equivalent to the borrowing term (or other similar interbank rates if LIBOR is unavailable). The Base Rate is defined as the highest of the applicable Fed Funds rate plus 0.50%, the Prime rate, or the Eurodollar Rate plus 1.0% at the time of borrowing. The Credit Agreement also carries a Commitment Fee for the unfunded portion ranging from 0.20% to 0.30% per annum, depending on our Leverage Ratio.

The \$75.0 million term facility under the Credit Agreement requires quarterly principal and interest payments, which commenced on June 30, 2013 and are required to be made through March 27, 2018, the maturity date.

The Credit Agreement provides various financial covenants requiring us, among other things, to a) maintain on a consolidated basis net worth equal to at least the sum of \$230.0 million, plus 50.0% of future net income, b) maintain on a consolidated basis a Leverage Ratio (as defined in the Credit Agreement) not to exceed 3.25:1.0, c) maintain on a consolidated basis a Fixed Charge Coverage Ratio (as defined in the Credit Agreement) of at least 1.75:1.0 and d) not to make Capital Expenditures (as defined in the Credit Agreement) on a consolidated basis in an amount in excess of \$60.0 million during the fiscal year ended February 28, 2014 and \$50.0 million during any subsequent year.



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As of May 31, 2015, we had \$135.0 million of outstanding debt against the revolving credit facility provided and letters of credit outstanding in the amount of \$15.2 million, which left approximately \$74.8 million of additional credit available under the Credit Agreement.

On March 31, 2008, the Company entered into a Note Purchase Agreement (the “Note Purchase Agreement”) pursuant to which the Company issued \$100.0 million aggregate principal amount of its 6.24% unsecured Senior Notes (the “2008 Notes”) due March 31, 2018 through a private placement (the “2008 Note Offering”). Pursuant to the Note Purchase Agreement, the Company’s payment obligations with respect to the 2008 Notes may be accelerated upon any Event of Default, as defined in the Note Purchase Agreement.

The Company entered into an additional Note Purchase Agreement on January 21, 2011 (the “2011 Agreement”), pursuant to which the Company issued \$125.0 million aggregate principal amount of its 5.42% unsecured Senior Notes (the “2011 Notes”), due in January of 2021, through a private placement (the “2011 Note Offering”). Pursuant to the 2011 Agreement, the Company's payment obligations with respect to the 2011 Notes may be accelerated under certain circumstances.

The 2008 Notes and the 2011 Notes each provide for various financial covenants requiring us, among other things, to a) maintain on a consolidated basis net worth equal to at least the sum of \$116.9 million plus 50.0% of future net income; b) maintain a ratio of indebtedness to EBITDA (as defined in Note Purchase Agreement) not to exceed 3.25:1.00; c) maintain on a consolidated basis a Fixed Charge Coverage Ratio (as defined in the Note Purchase Agreement) of at least 2.0:1.0; d) not at any time permit the aggregate amount of all Priority Indebtedness (as defined in the Note Purchase Agreement) to exceed 10.0% of Consolidated Net Worth (as defined in the Note Purchase Agreement).

As of May 31, 2015, the Company is in compliance with all of its debt covenants.

Historically, we have not experienced a significant impact on our operations from increases in general inflation other than for specific commodities. We have exposure to commodity price increases in both segments of our business, primarily copper, aluminum, steel and nickel based alloys in the Energy Segment and zinc and natural gas in the Galvanizing Services Segment. We attempt to minimize these increases through escalation clauses in customer contracts for copper, aluminum, steel and nickel based alloys, when market conditions allow and through fixed cost contract purchases on zinc. In addition to these measures, we attempt to recover other cost increases through improvements to our manufacturing process and through increases in prices where competitively feasible. Many economists predict increased inflation in coming years due to U.S. and international monetary policies, and there is no assurance that inflation will not impact our business in the future.

## OFF BALANCE SHEET TRANSACTIONS AND RELATED MATTERS

Other than operating leases discussed below, there are no off-balance sheet transactions, arrangements, obligations (including contingent obligations), or other relationships with unconsolidated entities or other persons that have, or may have, a material effect on financial condition, changes in financial condition, revenues or expenses, results of operations, liquidity, capital expenditures or capital resources of the Company.

## CONTRACTUAL COMMITMENTS

### Leases

We lease various facilities under non-cancelable operating leases with an initial term in excess of one year.

### Commodity pricing

The Company manages its exposure to commodity prices through the use of the following:

In the Energy Segment, we have exposure to commodity pricing for copper, aluminum, steel, and nickel based alloys. Because the Energy Segment does not commit contractually to minimum volumes, increases in price for these items are normally managed through escalation clauses in customer contracts, although during difficult market conditions these escalation clauses may not be obtainable. In addition, we attempt to enter into firm pricing contracts with our vendors on material at the time we receive orders from our customers to minimize risk.

In the Galvanizing Services Segment, we utilize contracts with our zinc suppliers that include protective caps and fixed cost contracts to guard against rising zinc prices. We also secure firm pricing for natural gas supplies with individual utilities when possible. Management believes these agreements ensure adequate supplies and partially

offset exposure to commodity price swings.

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We have no contracted commitments for any other commodity items including steel, aluminum, natural gas, copper, zinc or any other commodity, except for those entered into under the normal course of business.

## Other

At May 31, 2015, we had outstanding letters of credit in the amount of \$15.2 million. These letters of credit are issued, in lieu of performance and bid bonds, to some of our customers to cover any potential warranty costs that the customer might incur.

The following summarizes our operating leases, debt principal payments, and interest payments for the next five years and beyond.

	Operating Leases (In thousands)	Long-Term Debt	Interest	Total
Fiscal:				
2016	\$5,259	\$6,109	\$11,245	\$22,613
2017	6,434	23,191	13,035	42,660
2018	4,517	16,629	12,000	33,146
2019	3,270	196,162	7,850	207,282
2020	1,225	—	6,775	8,000
Thereafter	2,823	125,000	6,775	134,598
Total	\$23,528	\$367,091	\$57,680	\$448,299

## Item 3. Quantitative and Qualitative Disclosures About Market Risk

Market risk affecting our operations results primarily from changes in interest rates and commodity prices. We have only limited involvement with derivative financial instruments and are not a party to any leveraged derivatives.

In the Energy Segment, we have exposure to commodity pricing for copper, aluminum, steel and nickel based alloys. Increases in price for these items are normally managed through escalation clauses in our customers' contracts, although during difficult market conditions customers' may resist these escalation clauses. In addition, we attempt to enter into firm pricing contracts with our vendors on material at the time we receive orders from our customers to minimize risk. We manage our exposures to commodity prices, primarily zinc used in our Galvanizing Services Segment, by utilizing agreements with zinc suppliers that include protective caps and fixed contracts to guard against escalating commodity prices. We also secure firm pricing for natural gas supplies with individual utilities when possible. We believe these agreements ensure adequate supplies and partially offset exposure to commodity price escalation.

As of May 31, 2015, the Company had exposure to foreign currency exchange rates related to our operations in Canada, China, Brazil, Poland, and the Netherlands.

We do not believe that a hypothetical change of 10% of the interest rate or currency exchange rate that are currently in effect or a change of 10% of commodity prices would have a significant adverse effect on our results of operations, financial position, or cash flows as long as we are able to pass along the increases in commodity prices to our customers. However, there can be no assurance that either interest rates, exchange rates or commodity prices will not change in excess of the 10% hypothetical amount or that we would be able to pass along rising costs of commodity prices to our customers, and such hypothetical change could have an adverse effect on our results of operations, financial position, and cash flows.

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Item 4. Controls and Procedures

Under the supervision and with the participation of the Company's Chief Executive Officer and Chief Financial Officer, management of the Company has evaluated the effectiveness of the design and operation of the Company's disclosure controls and procedures, as defined in Rules 13a-15(e) and 15d-15(e) under the Securities Exchange Act of 1934, as amended (the "Exchange Act"), as of the end of the period covered by this report. Based upon that evaluation, the Chief Executive Officer and the Chief Financial Officer concluded that the Company's disclosure controls and procedures were effective and provide reasonable assurance, as of the end of the period covered by this report, that information required to be disclosed by us in our reports filed or submitted under the Exchange Act is recorded, processed, summarized and reported within the time periods specified in the SEC's rules and forms and were effective to provide reasonable assurance that such information is accumulated and communicated to our management, including our principal executive and financial officers, as appropriate to allow timely discussions regarding required disclosure.

There have been no significant changes in the Company's internal control over financial reporting during the period covered by this report that have materially affected, or are reasonably likely to materially affect, our internal control over financial reporting.

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PART II. OTHER INFORMATION

Item 1. Legal Proceedings

The Company and its subsidiaries are named defendants in various routine lawsuits incidental to our business. These proceedings include labor and employment claims, use of the Company's intellectual property, worker's compensation and various environmental matters, all arising in the normal course of business. Although the outcome of these lawsuits or other proceedings cannot be predicted with certainty, and the amount of any potential liability that could arise with respect to such lawsuits or other matters cannot be predicted at this time, management, after consultation with legal counsel, does not expect liabilities, if any, from these claims or proceedings, either individually or in the aggregate, to have a material effect on the Company's financial position, results of operations or cash flows.

Item 1A. Risk Factors

There have been no material changes in the risk factors disclosed under Part I, Item 1A of our Annual Report on Form 10-K for the fiscal year ended February 28, 2015.

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

The Company's board of directors has authorized the repurchase of 2,500,000 shares of the Company's outstanding common stock, par value \$1 per share. The decision to repurchase shares under this share repurchase program will be based on market conditions and other factors at the time of the purchase. Repurchases under the share repurchase program will be made through open market purchases or private transactions, in accordance with applicable federal securities laws, including Rule 10b-18 under the Exchange Act.

As of May 31, 2015, no shares have been repurchased by the Company under this share repurchase program.

Item 3. Defaults Upon Senior Securities

None.

Item 4. Mine Safety Disclosures

None.

Item 5. Other Information

None.

Item 6. Exhibits

Exhibits Required by Item 601 of Regulation S-K.

A list of the exhibits required by Item 601 of Regulation S-K and filed as part of this report is set forth in the Index to Exhibits on page 22, which immediately precedes such exhibits.

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SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

AZZ incorporated  
(Registrant)

DATE: July 1, 2015

By: /s/ Paul W. Fehlman  
Paul Fehlman  
Senior Vice President,  
Chief Financial Officer



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EXHIBIT INDEX

- 3.1 Articles of Incorporation, and all amendments thereto (incorporated by reference to the Annual Report on Form 10-K filed by the Registrant for the fiscal year ended February 28, 1981).
- 3.2 Articles of Amendment to the Articles of Incorporation of the Registrant dated June 30, 1988 (incorporated by reference to the Annual Report on Form 10-K filed by the Registrant for the fiscal year ended February 29, 2000).
- 3.3 Articles of Amendment to the Articles of Incorporation of the Registrant dated October 25, 1999 (incorporated by reference to the Annual Report on Form 10-K filed by the Registrant for the fiscal year ended February 29, 2000).
- 3.4 Articles of Amendment to the Articles of Incorporation dated July 17, 2000 (incorporated by reference to the Quarterly Report on Form 10-Q filed by the Registrant for the quarter ended August 31, 2000).
- 3.5 Amended and Restated Bylaws of AZZ incorporated (incorporated by reference to Exhibit 3(1) to the Current Report on Form 8-K filed by the Registrant on April 8, 2014).
- 10.1 Note Purchase Agreement dated March 31, 2008, by and among AZZ incorporated and the purchasers listed therein (incorporated by reference to Exhibit 10(1) of the Current Report on Form 8-K filed by the registrant on April 2, 2008).
- 10.2 AZZ incorporated Employee Stock Purchase Plan (incorporated by reference to Appendix B of the Proxy Statement for the 2008 Annual Shareholders Meeting).
- 10.3 Note Purchase Agreement, dated as of January 20, 2011, by and among AZZ incorporated and the purchasers identified therein (incorporated by reference to Exhibit 10.1 of the Current Report on Form 8-K filed by the registrant on January 21, 2011).
- 10.4 Credit Agreement, dated as of March 27, 2013, by and among AZZ, Bank of America N.A., as Administrative Agent, Swing Line Lender and L/C Issuer, and the other Lenders party thereto (incorporated by reference to Exhibit 99.1 to the Current Report on Form 8-K filed by the registrant on April 2, 2013).
- 10.5 AZZ incorporated 2014 Long Term Incentive Plan (incorporated by reference to Appendix A to the Registrant's Definitive Proxy Statement on Form DEFA filed May 29, 2014).
- 31.1 Certification by Chief Executive Officer pursuant to Rules 13a-14(a) and 15d-14(a), as adopted pursuant to Section 302 of the Sarbanes-Oxley Act of 2002. Filed Herewith.
- 31.2 Certification by Chief Financial Officer Certificate pursuant to Rules 13a-14(a) and 15d-14(a), as adopted pursuant to Section 302 of the Sarbanes-Oxley Act of 2002. Filed Herewith.
- 32.1 Certification by Chief Executive Officer Certificate pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002. Filed Herewith.

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32.2	Chief Financial Officer Certificate pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002. Filed Herewith.
101.INS	XBRL Instance Document
101.SCH	XBRL Taxonomy Extension Schema
101.CAL	XBRL Taxonomy Extension Calculation Linkbase
101.DEF	XBRL Taxonomy Definition Linkbase
101.LAB	XBRL Taxonomy Extension Label Linkbase
101.PRE	XBRL Taxonomy Extension Presentation Linkbase