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 March 31, 2000
Commission file number 1-13293
SunSource Inc.
(Exact name of registrant as specified in its charter)

## Delaware

----------------------------------
(State or other jurisdiction of incorporation or organization)

3000 One Logan Square Philadelphia, Pennsylvania

23-2874736
---------------Identification No.)

19103
----------
(Zip Code)
(Address of principal executive offices)
Registrant's telephone number, including area code: (215) 282-1290

Securities registered pursuant to Section $12(\mathrm{~b})$ of the Act:


On May 15, 2000 there were 6,854,634 Common Shares outstanding.

## SUNSOURCE INC.

INDEX

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<TABLE>
<CAPTION>
< >
<C>

\(</\) TABLE \(>\)

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SUNSOURCE INC. AND SUBSIDIARIES
CONSOLIDATED BALANCE SHEETS (dollars in thousands)
<TABLE>
<CAPTION>
\begin{tabular}{|c|c|c|}
\hline \multicolumn{3}{|c|}{March 31,} \\
\hline March 31, & & \\
\hline & 2000 & December 31, \\
\hline \multicolumn{3}{|l|}{1999} \\
\hline ASSETS & (Unaudited) & 1999 \\
\hline \multicolumn{3}{|l|}{(Unaudited)} \\
\hline <S> & <C> & <C> \\
\hline \multicolumn{3}{|l|}{<C>} \\
\hline \multicolumn{3}{|l|}{Current assets:} \\
\hline Cash and cash equivalents & \$ 1,642 & \$ 5,186 \\
\hline \multicolumn{3}{|l|}{\$ 1,838} \\
\hline Accounts receivable, net & 55,856 & 65,141 \\
\hline \multicolumn{3}{|l|}{87,620} \\
\hline Inventories & 72,725 & 92,691 \\
\hline \multicolumn{3}{|l|}{109,293 (10,} \\
\hline Deferred income taxes & 9,133 & 10,218 \\
\hline \multicolumn{3}{|l|}{10,055} \\
\hline Net assets held for sale & 32,500 & 35,249 \\
\hline \multicolumn{3}{|l|}{54,210} \\
\hline Income taxes receivable & 8,686 & 8,561 \\
\hline  & & \\
\hline Other current assets & 4,642 & 5,226 \\
\hline \multicolumn{3}{|l|}{5,252} \\
\hline Total current assets & 185,184 & 222,272 \\
\hline \multicolumn{3}{|l|}{268,268} \\
\hline Property and equipment, net & 11,366 & 17,282 \\
\hline \multicolumn{3}{|l|}{22,273} \\
\hline Goodwill and other intangibles & 31,717 & 52,404 \\
\hline \multicolumn{3}{|l|}{54,536} \\
\hline Deferred financing fees & 3,317 & 3,493 \\
\hline \multicolumn{3}{|l|}{452} \\
\hline Deferred income taxes & 4,432 & 5,865 \\
\hline \multicolumn{3}{|l|}{5,121} \\
\hline Cash surrender value of life insurance policies 12,064 & 14,842 & 14,190 \\
\hline Other assets & 8,306 & 7,511 \\
\hline \multicolumn{3}{|l|}{} \\
\hline Total assets & \$259,164 & \$323,017 \\
\hline
\end{tabular}

LIABILITIES AND STOCKHOLDERS' EQUITY (DEFICIT)
Current liabilities:
Accounts payable
\$ 54,168
Notes payable
534
Current portion of capitalized lease obligations 276

Dividends / distributions payable
674
Deferred income tax liability
929
Current portion of long term debt
-
Accrued expenses:
Salaries and wages
3,977
Income and other taxes
3,715
Accrued liabilities on discontinued operation -

Other accrued expenses
18,392
----------------

Total current liabilities
82,665
Long term debt
60,000
Bank revolving credit
71,580
Capitalized lease obligations
517
Deferred compensation
12,229
Other liabilities
250

Total liabilities
227,241
\(\qquad\)

Guaranteed preferred beneficial interests in the Company's junior subordinated debentures 115,463
-----------------
Commitments and contingencies
Stockholders' equity (deficit):
Preferred stock, \$.01 par, 1,000,000 shares authorized, none issued

Common stock, \(\$ .01\) par, \(20,000,000\) shares authorized, 7,333,734 issued and 6,854,634 outstanding at March 31, 2000, 7,228,556 issued and 6,749,456 outstanding at December 31, 1999 and 7,219,308 issued and 6,740,208 outstanding at March 31, 1999
72
Additional paid-in capital
21,137
Retained earnings (accumulated deficit)
12,979
Unearned compensation
(215)

Accumulated other comprehensive income
\((4,609)\)
Treasury stock, at cost, 479,100 shares
\((8,705)\)

73
\begin{tabular}{|c|c|}
\hline \$ 44,207 & \$ 44,358 \\
\hline 253 & 376 \\
\hline 919 & 923 \\
\hline - & 1,019 \\
\hline 929 & 929 \\
\hline 5,000 & 3,750 \\
\hline 1,904 & 5,343 \\
\hline 2,031 & 3,299 \\
\hline 3,203 & 2,703 \\
\hline 17,302 & 23,961 \\
\hline 75,748 & 86,661 \\
\hline 16,500 & 17,750 \\
\hline 7,065 & 102,791 \\
\hline 1,259 & 1,509 \\
\hline 14,796 & 14,173 \\
\hline 194 & 2,148 \\
\hline 115,562 & 225,032 \\
\hline 115,112 & 115,200 \\
\hline - & - \\
\hline 73 & 72 \\
\hline 21,813 & 21,342 \\
\hline 19,227 & \((25,297)\) \\
\hline (647) & (283) \\
\hline \((3,271)\) & \((4,344)\) \\
\hline \((8,705)\) & \((8,705)\) \\
\hline 28,490 & \((17,215)\) \\
\hline
\end{tabular}

376

923
1,019
929
3,750

5,343

3,299
2,703

23,961

86,661
17,750
102,791
1,509
14,173
2,148

225,032

115,200

72
21,342
\((25,297)\)
(283)
\((4,344)\)
\((8,705)\)
-----

Total liabilities and stockholders'
equity (deficit) \$259,164
\(\$ 323,017\)
\(\$ 363,363\)
\(===================\)
</TABLE>

SEE ACCOMPANYING NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
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SUNSOURCE INC. AND SUBSIDIARIES
CONSOLIDATED STATEMENTS OF INCOME (Unaudited)
FOR THE THREE MONTHS ENDED,
(dollars in thousands, except for share amounts)

\section*{<TABLE>}
<CAPTION>
<S>
Net sales
Cost of sales
Operating expenses:
Selling, general and administrative expenses
Depreciation
\begin{tabular}{|c|}
\hline \[
\begin{gathered}
\text { March 31, } \\
2000
\end{gathered}
\] \\
\hline <C> \\
\hline \$122,629 \\
\hline 72,847 \\
\hline 49,782 \\
\hline
\end{tabular}

\begin{tabular}{|c|}
\hline \[
\begin{gathered}
\text { March } 31, \\
1999
\end{gathered}
\] \\
\hline <C> \\
\hline \$144,850 \\
\hline 83,293 \\
\hline 61,557 \\
\hline
\end{tabular}
\begin{tabular}{|c|c|}
\hline 45,624 & 52,955 \\
\hline 1,024 & 1,220 \\
\hline 407 & 455 \\
\hline 47,055 & 54,630 \\
\hline
\end{tabular}


91



7,106
2,041
3,058
3, 058
49,115


46,918


41,688


Discontinued operations (Note 1)
Loss from operations of discontinued Harding
segment of \(\$ 446\), net of income tax benefit of \(\$ 178\)
Estimated loss on disposal of discontinued Harding
segment of \(\$ 3,372\), net of income tax benefit of \(\$ 6,208\)
Income(loss) from discontinued operations

Net income

Basic and diluted income per common share:
Income before discontinued operations
Loss from operations of discontinued
Harding segment, net of income tax benefit
Estimated loss on disposal of discontinued Harding segment, net of income tax benefit

Net income outstanding common shares
\(\$ \quad 6.11\)
0.41
---------------------
\$ 6.52
\(================\)
(268)

\$ 44,524
\(=================\)
====================
\$ 0.17
(0.04)
---------------------
\(\$ 0.13\)
\(================\)

6,752,737
</TABLE>

\section*{SUNSOURCE INC. AND SUBSIDIARIES \\ CONSOLIDATED STATEMENTS OF CASH FLOWS (Unaudited) \\ FOR THE THREE MONTHS ENDED, (dollars in thousands)}
<TABLE>
<CAPTION>
\begin{tabular}{|c|c|c|}
\hline & March 31, 2000 & March 31, 1999 \\
\hline \multicolumn{3}{|l|}{-} \\
\hline <S> & <C> & <C> \\
\hline \multicolumn{3}{|l|}{Cash flows from operating activities:} \\
\hline Net income & \$ 44,524 & \$ 905 \\
\hline \multicolumn{3}{|l|}{\multirow[t]{2}{*}{Adjustments to reconcile net income to net cash
used for operating activities:}} \\
\hline & & \\
\hline Depreciation and amortization & 1,431 & 1,675 \\
\hline Loss from discontinued Harding segment before taxes & 3,372 & 446 \\
\hline Gain on contribution of subsidiaries & \((49,115)\) & - \\
\hline Equity in earnings of affiliate & (449) & - \\
\hline Deferred income tax benefit & - & \((1,852)\) \\
\hline Changes in current operating items: & & \\
\hline Increase in accounts receivable & \((8,962)\) & \((10,381)\) \\
\hline Decrease (increase) in inventories & 887 & \((7,103)\) \\
\hline Decrease in income taxes receivable & 511 & - \\
\hline Increase in other current assets & (169) & (551) \\
\hline Increase in accounts payable & 4,935 & 2,197 \\
\hline Decrease in other accrued liabilities & \((6,216)\) & \((5,567)\) \\
\hline Other items, net & (921) & (149) \\
\hline Net cash used for operating activities & \((10,172)\) & \((20,380)\) \\
\hline \multicolumn{3}{|l|}{Cash flows from investing activities:} \\
\hline Proceeds from contribution of subsidiaries & 105,000 & - \\
\hline Costs associated with contribution of subsidiaries & (655) & - \\
\hline Proceeds from sale of property and equipment & 126 & 161 \\
\hline Increase in net assets held for sale & (123) & \((12,656)\) \\
\hline Capital expenditures & (591) & \((1,910)\) \\
\hline Investment in life insurance policies & - & \((1,300)\) \\
\hline Other, net & \((1,026)\) & (18) \\
\hline Net cash provided by (used for) investing activities & 102,731 & \((15,723)\) \\
\hline \multicolumn{3}{|l|}{Cash flows from financing activities:} \\
\hline Borrowings (repayments) under bank credit agreements, net & \((95,726)\) & 36,580 \\
\hline Repayments under other credit facilities, net & (123) & (262) \\
\hline Principal payments under capitalized lease obligations & (254) & (49) \\
\hline Purchase of treasury stock at cost & - & (325) \\
\hline Dividends / distributions to investors & - & (676) \\
\hline Net cash (used for) provided by financing activities & \((96,103)\) & 35,268 \\
\hline Net decrease in cash and cash equivalents & \((3,544)\) & (835) \\
\hline Cash and cash equivalents at beginning of period & 5,186 & 2,673 \\
\hline Cash and cash equivalents at end of period & \$ 1,642 & \$ 1,838 \\
\hline
\end{tabular}

\section*{</TABLE>}

SEE ACCOMPANYING NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

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SUNSOURCE INC. AND SUBSIDIARIES
CONSOLIDATED STATEMENT OF CHANGES IN STOCKHOLDERS' EQUITY FOR THE THREE MONTHS ENDED MARCH 31, 2000 (Unaudited)
```

<TABLE>
<CAPTION>
```
\begin{tabular}{|c|c|c|c|c|c|c|}
\hline & & & Retained & & Accumulated & \\
\hline \multicolumn{7}{|l|}{Total} \\
\hline & & \multirow[t]{2}{*}{Additional} & \multirow[t]{2}{*}{Earnings/} & \multicolumn{3}{|c|}{Other} \\
\hline \multicolumn{5}{|l|}{Stockholders'} & & \\
\hline (Deficit) & Common & Paid-in & (Accumulated & Unearned & Comprehensive & Treasury \\
\hline (Deficit) & Stock & Capital & Deficit) & Compensation & Income (1) & Stock \\
\hline \multicolumn{7}{|l|}{Equity} \\
\hline <S> & <C> & <C> & <C> & <C> & <C> & \multirow[t]{2}{*}{<C>} \\
\hline <C> & & & & & & \\
\hline ```
Beginning Balance - December 31, 1999
$ (17,215)
``` & \$ 72 & \$ 21,342 & \$ \((25,297)\) & \$ (283) & \$ \((4,344)\) & \$ (8,705) \\
\hline Net income & & & 44,524 & & & \\
\hline 44,524 & & & & & & \\
\hline
\end{tabular}

\section*{44,524}

Change in cumulative foreign
translation adjustment

\section*{(422)}

Comprehensive income 26,887
---------------

> Issuance of 5,178 shares of common stock to certain non-employee directors 22

Amortization of stock option discount 19
(450)

19

Amortization of vested portion of restricted stock 67

Contribution of subsidiaries 1,495
1,495
------ ---------- ------------ ------------ --------------------
-- ------------

</TABLE>
- ----------------------
(1) Cumulative foreign translation adjustment represents the only item of other comprehensive income.

SEE ACCOMPANYING NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
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SUNSOURCE INC. AND SUBSIDIARIES
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
(dollars in thousands)

## 1. Basis of Presentation:

The accompanying financial statements include the consolidated accounts of SunSource Inc. (the "Company") and its wholly-owned subsidiaries including SunSource Technology Services Company, Inc. ("STS"), The Hillman Group, Inc. ("Hillman"), Harding Glass, Inc. ("Harding") and SunSource Capital Trust (the "Trust"). All significant intercompany balances and transactions have been eliminated. The Company is one of the leading providers of value-added services and products to retail and industrial markets in North America.

The accompanying consolidated financial statements and related notes are unaudited; however, in management's opinion all adjustments (consisting of normal recurring accruals) considered necessary for the fair presentation of financial position, income and cash flows for the periods shown have been reflected. Results for the interim period are not necessarily indicative of
those to be expected for the full year.
Certain information in note disclosures normally included in financial statements prepared in accordance with generally accepted accounting principles has been condensed or omitted pursuant to Form $10-Q$ requirements although the Company believes that disclosures are adequate to make the information presented not misleading. It is suggested that these financial statements be read in conjunction with the consolidated financial statements and notes thereto included in the Company's report on Form $10-\mathrm{K}$ for the year ended December 31, 1999.

Discontinued Operations:
In December 1999, the Company's Board of Directors approved management's plan to dispose of the Company's Harding business. Accordingly, Harding has been accounted for as a discontinued operation and its results of operations were segregated from results of the Company's ongoing businesses including restatement of the prior periods presented. On April 13, 2000, the Company consummated the sale of Harding on which it had signed a letter of intent in January 2000. See Note 7, Subsequent Events.

For the year ended December 31, 1999, the Company recorded an after-tax loss of $\$ 2,188$ from Harding's operations and an estimated loss on its expected disposal of $\$ 23,834$ unadjusted for any potential future tax benefits. For the three months ended March 31, 2000, the Company recorded a loss from operations of $\$ 699$ and an additional loss on disposal of the discontinued Harding segment of $\$ 2,673$, net of an income tax benefit of $\$ 6,208$. Through March 31, 2000, the Company has recorded an estimated loss on disposal of the discontinued Harding Segment of $\$ 20,998$ in the aggregate, net of tax benefits.

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## 1. Basis of Presentation (continued):

Following is summary financial information for the Company's discontinued Harding operations, which represented the Glass Merchandising segment:
<TABLE>
<CAPTION>

|  |  | Months <br> ded <br> 1/00 | Year Ended$12 / 31 / 99$ |  | Three Months Ended 3/31/99 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| <S> | <C> |  | <C> |  | <C> |  |
| Net Sales | \$ | 25,625 | \$ | 118,282 | \$ | 28,261 |
| Income (loss) from discontinued operations: |  |  |  |  |  |  |
| Before income taxes | \$ | -- | \$ | $(3,268)$ | \$ | (446) |
| Income tax provision (benefit) |  | -- |  | $(1,080)$ |  | (178) |
| Net |  | -- |  | $(2,188)$ |  | (268) |
| Estimated loss on disposal |  | $(3,372)$ |  | $(23,834)$ |  | -- |
| Income tax benefit on disposal |  | 6,208 |  | -- |  | -- |
| Total income (loss) from |  |  |  |  |  |  |
| discontinued operations | \$ | 2,836 | \$ | $(26,022)$ | \$ | (268) |

## </TABLE>

As of March 31, 2000, net assets held for sale of the discontinued Harding operation were $\$ 32,500$ consisting of receivables, inventories, prepaid assets, property and equipment and intangible assets, less an allowance for the estimated loss on disposal and current liabilities.
2. Contribution of Subsidiaries:

On March 2, 2000, the Company contributed the interests in its Kar Products, Inc. and $A$ \& $H$ Bolt \& Nut Company Limited operations (collectively, the "Kar" business) to a newly-formed partnership affiliated with Glencoe Capital, L.L.C. ("Glencoe"). Glencoe contributed cash equity to the new partnership, G-C Sun Holdings L.P. ("G-C"). The Company received $\$ 105,000$ in cash proceeds from the transaction through repayment of assumed debt by G-C. Affiliates of Glencoe hold a $51 \%$ controlling interest with the remaining $49 \%$ interest held by SunSource. The Company accounts for its investment in the partnership under the equity method and recorded a pre-tax gain on the transaction of approximately $\$ 49,115$ in the first quarter of 2000. Sales from Kar aggregated $\$ 22,122$ from January 1, 2000 to March 2, 2000, and $\$ 124,724$ for the year ended December 31, 1999.
3. Lines of Credit and Long-Term Debt:

On December 15, 1999, the Company refinanced its $\$ 60,000$ senior notes and $\$ 90,000$ bank revolving credit with $\$ 155,000$ in senior credit facilities (the "Credit Agreement") consisting of $\$ 130,000$ in revolving bank credit (the "Revolver") and a $\$ 25,000$ term loan (the "Term Loan"). The Credit Agreement has a five-year term whose revolver availability is based on the Company's receivables and inventory balances (the "Borrowing Base") evaluated on a monthly basis. On April 7, 2000, the Company amended the Credit Agreement to reduce the Revolver to \$115,000.

As of March 31, 2000, the Company's Borrowing Base was $\$ 94,167$ consisting of receivables and inventory balances totaling $\$ 99,372$ less letter of credit commitments outstanding of $\$ 5,205$. As of March 31,2000 , the Company had $\$ 86,945$ available under the Revolver. The Company had $\$ 30,743$ of outstanding debt at March 31, 2000, consisting of bank revolver borrowings of $\$ 7,065$, outstanding Term Loan of $\$ 21,500$ and capital lease obligations of $\$ 2,178$. The Company and its domestic and foreign corporate subsidiaries are borrowers and guarantors ("Credit Parties") under the Credit Agreement. Each credit party assigned, pledged and granted a security interest in and to all its assets as collateral.

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SUNSOURCE INC. AND SUBSIDIARIES<br>NOTES TO CONSOLIDATED FINANCIAL STATEMENTS, continued<br>(dollars in thousands)

## 3. Lines of Credit and Long-Term Debt (continued):

Accounts payable has been increased to include a reclassification of $\$ 7,225$ representing checks issued as of March 31, 2000 , for which funds would have been drawn against the Company's revolving credit facility if they had been presented on that date.

## 4. Contingencies:

On February 27, 1996, a lawsuit was filed against the Company by the buyer of its Dorman Products division for alleged misrepresentation of certain facts by the Company upon which the buyer allegedly based its offer to purchase Dorman. The complaint seeks damages of approximately $\$ 21,000$.

Certain other legal proceedings are pending which are either in the ordinary course of business or incidental to the Company's business. Those legal proceedings incidental to the business of the Company are generally not covered by insurance or other indemnity.

In the opinion of management, the ultimate resolution of the pending litigation matters will not have a material effect on the consolidated financial position, operations or cash flows of the Company.

## 5. Stockholders' Equity:

Earnings per Share
The Company accounts for earnings per share in accordance with Statement of Financial Accounting Standards No. 128 ("SFAS 128"), "Earnings per Share". SFAS 128 requires the presentation of basic and diluted earnings per share for companies with complex capital structures. Under the Company's Equity Compensation Plan, 669,495 options to purchase shares of the Company's common stock having a potentially dilutive effect on earnings per share remain outstading to certain executives and key employees. Currently, due to market conditions, the shares granted under the plan do not have a material dilutive effect on earnings per share for the three months ended March 31, 2000.

Common Shares Issued to Certain Non-Employee Directors
Under the Company's Stock Compensation Plan for Non-Employee Directors, certain non-employee directors were issued 5,178 Common Shares in the first three months of 2000 , which results in a compensation charge of $\$ 22$.

Stock Options
On April 27, 1999, a grant of 150,000 non-qualified stock options was made to attract and retain a new Chief Executive Officer, (the "CEO Grant"). On January 26, 2000, the Compensation Committee of the Board of Directors amended the New CEO Grant by reducing the number of shares from 150,000 to 50,000 and issued a grant of 100,000 shares of restricted stock. One-third of the restricted shares will vest six months from the date of grant. Vesting of the remaining two-thirds of the restricted shares will be based on achievement of certain performance goals. In the event that all or some of the performance goals are not achieved

SUNSOURCE INC. AND SUBSIDIARIES<br>NOTES TO CONSOLIDATED FINANCIAL STATEMENTS, continued<br>(dollars in thousands)


#### Abstract

5. Stockholders' Equity (continued):

Common Stock Dividend On June 30, 1999, the Board of Directors of the Company suspended indefinitely the quarterly cash dividend of $\$ .10$ per common share. 6. Segment Information:

The following supplemental table of segment tangible assets for ongoing operations is presented due to the increase in segment tangible assets during the three months ended March 31, 2000, which represents primarily additional investments in accounts receivable:


<TABLE>
<CAPTION>
</TABLE>

## 7. Subsequent Events:

On April 7, 2000, the Company acquired Axxess Technologies, Inc. ("Axxess") of Tempe, Arizona through a stock merger transaction. Axxess is a manufacturer of key duplication and identification systems. The transaction was structured as a purchase of $100 \%$ of the stock of the privately held company and repayment of outstanding Axxess debt in exchange for $\$ 87,000$ in cash and $\$ 23,000$ in subordinated notes. In connection with the sale of Harding on April 13, 2000, the Company repaid $\$ 9,600$ of these subordinated notes leaving a balance of $\$ 13,400$ comprised as follows: 1) a $\$ 2,400$ 15\% note due April 7, 2001 and 2) an $\$ 11,000$ note which is payable in seven equal quarterly installments commencing the earlier of i) the first calendar quarter after payment in full of the Term Loan extended by the Company's senior lenders or ii) March 31, 2004. Interest on the $\$ 11,000$ subordinated note ranges from prime plus $1 \%$ to prime plus $5 \%$ with a maximum rate at any time of $15 \%$. Sales from Axxess aggregated $\$ 20,012$ for the three months ended March 31, 2000, and $\$ 82,132$ for the year ended December 31, 1999.

On April 13, 2000, the Company sold substantially all of the assets of Harding for a cash purchase price of $\$ 31,446$ plus the assumption by the buyer of certain liabilities aggregating $\$ 11,560$, subject to certain post-closing adjustments.

SunSource Inc. (the "Company" or "SunSource") is one of the largest providers of value-added services and products to retail and industrial markets in North America. The Company is organized into three business segments which are SunSource Technology Services Company, Inc. ("Technology Services" or "STS"), The Hillman Group, Inc.("Hillman"), and Integrated Supply, operating as SunSource Integrated Services de Mexico, S.A. DE C.V. Also, the Company has an investment in an affiliate, G-C Sun Holdings, L.P., operating as Kar Products.

Technology Services offers a full range of technology-based products and services to small, medium and large manufacturers. The Hillman Group provides small hardware and related items and merchandising services to retail outlets, primarily hardware stores, home centers and lumberyards. Integrated Supply provides major industrial manufacturing customers with comprehensive inventory management services for their maintenance, repair and operating supplies ("MRO"). Kar Products offers personalized inventory management systems of MRO products to industrial manufacturing customers and maintenance and repair facilities.

## Acquisitions/Divestitures

On March 2, 2000, the Company contributed the interests in its Kar Products, Inc. and A \& H Bolt \& Nut Company Limited operations (collectively, the "Kar" business) to a newly-formed partnership affiliated with Glencoe Capital, L.L.C. ("Glencoe"). Glencoe contributed cash equity to the new partnership, G-C Sun Holdings L.P. ("G- C"). The Company received $\$ 105$ million in cash proceeds from the transaction through repayment of assumed debt by G-C. Affiliates of Glencoe hold a 51\% controlling interest with the remaining 49\% interest held by SunSource. The Company accounts for its investment in the partnership under the equity method and recorded a pre-tax gain on the transaction of approximately $\$ 49.1$ million in the first quarter of 2000.

On April 7, 2000, the Company acquired Axxess Technologies, Inc. ("Axxess") of Tempe, Arizona through a stock merger transaction. Axxess is a manufacturer of key duplication and identification systems. The transaction was structured as a purchase of $100 \%$ of the stock of the privately held company and repayment of outstanding Axxess debt in exchange for $\$ 87$ million in cash and $\$ 23$ million in subordinated notes. Axxess' sales aggregated $\$ 20.0$ million for the three months ended March 31, 2000, and $\$ 82.1$ million for the year ended December 31, 1999.

On April 13, 2000, the Company completed the sale of its Harding Glass, Inc. ("Harding") subsidiary to VVP America which was previously announced in January 2000 with the signing of a letter of intent. The Company sold substantially all of the assets of Harding for a cash purchase price of $\$ 31.4$ million plus the assumption by the buyer of certain liabilities aggregating $\$ 11.6$ million, subject to certain post-closing adjustments. Proceeds from the sale of Harding were used to repay the Company's outstanding debt. Harding sales aggregated $\$ 25.6$ million for the three months ended March 31, 2000, and $\$ 118.3$ million for the year ended December 31, 1999.

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In December 1999, the Board of Directors approved a plan to dispose of the Company's Harding business. Since December 1999, Harding has been accounted for as a discontinued operation and, accordingly, its results of operations were segregated from results of the Company's ongoing businesses including restatement of prior periods presented.

In 1999, the Company recorded a loss of $\$ 2.2$ million after-tax from Harding's operations and an estimated loss on its expected disposal of $\$ 23.8$ million or $\$ 3.53$ per common share unadjusted for any potential future tax benefits. For the three months ended March 31, 2000, the Company recorded a loss from operations of $\$ 0.7$ million and an additional loss on disposal of the discontinued Harding Segment of $\$ 2.7$ million, net of an income tax benefit of $\$ 6.2$ million, resulting in income from discontinued operations of $\$ 2.8$ million or $\$ .41$ per common share. Through March 31, 2000, the Company has recorded an estimated loss on the discontinued Harding segment of $\$ 21$ million in the aggregate or $\$ 3.53$ per common share, net of tax benefits.

```
Results of Operations
<TABLE>
<CAPTION>
Segment Sales and Profitability from Ongoing Operations for the Three Months Ended March 31, 2000 & 1999
```

- --------------------------------
(dollars in thousands)
------


| March 31, 2000 | March 31, 1999 |
| :---: | :---: |
| \% OF |  |
| \% |  |


\$ 59,647
35,585
4,227


99,459
22,122
Contributed Expediter segment (2)
$21.6 \%$ (29.2\%)
Integrated Supply - sold business
and terminated contracts (3)
4.1\% (82.3\%)
------
100.0\%
$=========$

## OF

SALES

Gross Profit

| $\begin{aligned} & \text { Technology Services (1) } \\ & 26.4 \% \end{aligned}$ | \$ | 14,554 | 24.4\% | \$ | 18,238 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Hillman Group |  | 19,228 | 54.0\% |  | 18,998 |
| 52.9\% |  |  |  |  |  |
| ```Integrated Supply - Mexico 22.1%``` |  | 948 | 22.4\% |  | 612 |
| Consolidated gross profit - ongoing operations |  | 34,730 | 34.9\% |  | 37,848 |
| 35.1\% |  |  |  |  |  |
| Contributed Expediter segment (2) $69.9 \%$ |  | 15,052 | 68.0\% |  | 21,819 |
| Integrated Supply - sold business and terminated contracts (3) |  | - |  |  | 1,890 |
| 31.9\% |  |  |  |  |  |
| Consolidated gross profit | \$ | 49,782 | 40.6\% | \$ | 61,557 |
| 42.5\% |  |  |  |  |  |
| EBITDA from ongoing operations (4) |  |  |  |  |  |
| Technology Services (1) | \$ | (190) | (0.3\%) | \$ | 1,701 |
| 2.5\% |  |  |  |  |  |
| Hillman Group |  | 3,504 | 9.8\% |  | 3,331 |
| 9.3\% |  |  |  |  |  |
| Integrated Supply - Mexico |  | 160 | 3.8\% |  | 17 |
| $0.6 \%$ |  |  |  |  |  |

Total operations before


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Three Months Ended March 31, 2000 and 1999

Net sales from ongoing operations decreased $\$ 8.2$ million or $7.6 \%$ in the first three months of 2000 to $\$ 99.5$ million from $\$ 107.7$ million in 1999 . Sales variances by business segment are as follows:


Technology Services sales decreased $\$ 9.4$ million or $13.6 \%$ in the first quarter of 2000 to $\$ 59.6$ million from $\$ 69.0$ million in 1999 as a result primarily of the reduction of the sales force in early 1999. Hillman's sales decreased $\$ 0.3$ million or $0.9 \%$ in the first quarter of 2000 to $\$ 35.6$ million from $\$ 35.9$ million in the first quarter of 1999 as a result of a reduction in new large home center accounts, offset partially by increased traditional hardware and regional home center sales. Integrated Supply- Mexico sales increased $\$ 1.5$ million in the first quarter of 2000 from $\$ 2.8$ million in the same period of 1999 as a result of the addition of two new contracts since March 31, 1999.

The Company's sales backlog on a consolidated basis from ongoing operations was $\$ 57.6$ million as of March 31, 2000, compared with $\$ 50.6$ million at December 31, 1999, representing an increase of $13.8 \%$.

The Company's consolidated gross margin from ongoing operations was $34.9 \%$ in the first quarter of 2000 compared with $35.1 \%$ in the first quarter of 1999. Technology Services' gross margin decreased 2.0\% in the first quarter of 2000 as a result of competitive pricing pressures and a change in sales mix. Hillman's gross margin increased $1.1 \%$ in the comparison period primarily as a result of a reduction in sales allowances in the 2000 period compared to the first quarter of 1999 incurred to attract new business. The Integrated Supply-Mexico segment's gross margin increased $0.3 \%$ in the first three months of 2000 resulting mainly from higher margins from new customer contracts.

The Company's selling, general and administrative expenses ("S,G\&A") from ongoing operations decreased by $\$ 1.6$ million to $\$ 33.3$ million in the first quarter of 2000 from $\$ 34.9$ million in the first quarter of 1999. Selling expenses for ongoing operations decreased $\$ 1.1$ million primarily as a result of cost savings associated with the June 1999 restructuring plan at STS. Warehouse and delivery expenses increased $\$ 0.3$ million as a result of facility reorganization costs at STS and increased payroll costs related to two new accounts for Integrated Supply in Mexico. The decrease in general and
administrative expenses of $\$ 0.8$ million is attributable to headcount reductions associated with the June 1999 restructuring plan at STS.

Total S,G\&A expenses from ongoing operations as a percentage of sales compared with the first quarter 1999 are as follows:

```
As of a % of Sales:
--------------------
Selling Expenses
```

| 2000 | 1999 |
| :---: | :---: |
| 17.8\% | 17.4\% |
| 7.5\% | 6.7\% |
| 8.2\% | 8.3\% |
| 33.5\% | 32.4\% |

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Overall, as a percentage of sales, total $S, G \& A$ expenses increased due mainly to the decrease in sales levels in relation to the fixed cost component of $S, G \& A$ expenses.

EBITDA from ongoing operations was $\$ 1.4$ million for the three months ended March 31, 2000 after corporate expenses compared with $\$ 3.0$ million in the comparison period.

The Company's consolidated operating profit margin (EBITDA from ongoing operations, as a percentage of sales) after corporate expenses declined to $1.4 \%$ in the first quarter of 2000 compared with $2.8 \%$ in the same prior-year period. Technology Services operating profit margin decreased to (0.3\%) from $2.5 \%$ in the first quarter of 1999, primarily reflecting reduced 2000 sales and the gross margin decline discussed above. Hillman's operating profit margin increased to $9.8 \%$ from $9.3 \%$ in the same prior-year quarter as a result mainly of improved gross margins as discussed above. Integrated Supply-Mexico's operating profit margin increased to $3.8 \%$ from $0.6 \%$ as a result of increased sales and higher gross margins from new accounts.

Interest expense, net increased $\$ 0.4$ million in the first quarter of 2000 from $\$ 2.0$ million in the first quarter of 1999 due primarily to an increase in interest rates since the first quarter of 1999 and amortization of deferred financing fees related to the Company's December 1999 debt refinancing.

The Company pays interest to the Trust on the Junior Subordinated Debentures underlying the Trust Preferred Securities at the rate of $11.6 \%$ per annum on their face amount of $\$ 105.4$ million, or $\$ 12.2$ million per annum in the aggregate. The Trust distributes an equivalent amount to the holders of the Trust Preferred Securities. For the three months ended March 31, 2000 and 1999, the Company paid $\$ 3.1$ million in interest on the Junior Subordinated Debentures, equivalent to the amounts distributed by the Trust on the Trust Preferred Securities.

The Company is subject to federal, state and local income taxes on its domestic operations and foreign income taxes on its Canadian and Mexican operations as accounted for in accordance with Statement of Financial Accounting Standard ("SFAS") 109, "Accounting for Income Taxes". Deferred income taxes represent differences between the financial statement and tax bases of assets and liabilities as classified on the Company's balance sheet. The effective income tax rate decreased to $11.1 \%$ in the first quarter of 2000 from $41.6 \%$ in the 1999 comparison period due primarily to a significant portion of the gain from the contribution of Kar being non-taxable as a result of the Company's remaining 49\% ownership interest in G-C.

Liquidity and Capital Resources
The Company's cash position of $\$ 1.6$ million as of March 31, 2000, decreased $\$ 3.5$ million from the balance at December 31, 1999. Cash was provided during this period primarily from proceeds from the Kar transaction previously discussed ( $\$ 105.0$ million), offset predominately by repayments under the bank credit agreement ( $\$ 95.7$ million), cash used in operations ( $\$ 10.2$ million), capital expenditures ( $\$ 0.6$ million), and other disbursements, net ( $\$ 2.0$ million).

The Company's net interest coverage ratio from continuing operations including Kar for the three months ended March 31, 2000 declined to . 60X (earnings before interest, distributions on trust preferred securities and income taxes, excluding non-recurring events, over net interest expense and distributions on trust preferred securities), from 1.39 X in the 1999 comparison period as a result of reduced earnings and increased interest expense.

The Company's working capital position of $\$ 109.4$ million at March 31, 2000, represents a decrease of $\$ 26.2$ million from the December 31, 1999 level of $\$ 135.6$ million as a result mainly of the Kar transaction. The Company's current ratio decreased to $2.44 x$ at March 31, 2000 from $2.56 x$ at December 31, 1999.

On March 2, 2000, SunSource contributed the interests in the Company's Kar Products subsidiary including its Canadian operation, to a newly formed partnership affiliated with Glencoe as previously mentioned. The Company received $\$ 105$ million in cash proceeds from the transaction which were used to reduce the bank revolver borrowings. The Company also recorded a pre-tax gain of $\$ 49.1$ million which has restored the Company's stockholders' equity to a significant positive position of $\$ 28.5$ million from its deficit balance of $\$ 17.2$ million at December 31, 1999. In addition, SunSource's remaining investment in Kar of $49 \%$ allows the Company to participate in the capital appreciation of Kar in the future with Glencoe.

As of April 30, 2000, the Company had approximately $\$ 13.0$ million available under its senior secured credit facilities. The Company had approximately $\$ 99.4$ million of outstanding debt at April 30, 2000, consisting of a $\$ 17.5$ million senior secured term loan currently at $9.0 \%$, bank revolver borrowings totaling $\$ 79.9$ million at an effective interest rate of $9.0 \%$, and capitalized lease obligations of $\$ 2.0$ million at various interest rates.

As of April 30, 2000, the Company's senior debt (including distributions payable) as a percentage of its consolidated capitalization (senior debt, trust preferred securities and stockholders' equity) was approximately $39.0 \%$ compared with $56.6 \%$ at December 31, 1999 and $49.4 \%$ as of March 31, 1999. The Company's consolidated capitalization (including distributions payable) as of April 30, 2000, was approximately $\$ 242.7$ million compared to $\$ 225.7$ million at December 31, 1999 and $\$ 269.2$ million at March 31, 1999.

On April 7, 2000, the Company completed the acquisition of Axxess for a purchase price of $\$ 110.0$ million composed of $\$ 87.0$ million in cash and $\$ 23.0$ million in subordinated notes. In connection with the sale of Harding on April 13, 2000, the Company repaid $\$ 9.6$ million of these subordinated notes leaving a balance of $\$ 13.4$ million, as follows: 1) a $\$ 2.4$ million $15 \%$ note due April 7, 2001 and 2) an $\$ 11.0$ million note which is payable in seven equal quarterly installments commencing the earlier of i) the first calendar quarter after payment in full of the term loan provided by the Company's senior lenders (the "Term Loan") or ii) March 31, 2004. Interest on the $\$ 11.0$ million subordinated note ranges from prime plus $1 \%$ to prime plus $5 \%$ with a maximum rate at any time of $15 \%$. Interest is payable upon maturity of the subordinated notes.

On December 15, 1999, the Company refinanced its $\$ 90$ million bank revolver and $\$ 60$ million senior notes with $\$ 155$ million in senior secured credit facilities. As a result of the Kar transaction on March 2, 2000 and the acquisition of Axxess on April 7, 2000, the Company reduced the revolving credit portion of the facility from $\$ 130$ million to $\$ 115$ million. The senior secured credit facilities expire on December 14, 2004 and provide SunSource with adequate funds for working capital and other corporate requirements.

The Company further strengthened its financial position upon consummation of the sale of the Harding Glass business on April 13, 2000. The Company sold substantially all of the assets of Harding for a cash purchase price of approximately $\$ 31.4$ million plus the assumption of certain liabilities aggregating $\$ 11.6$ million by the buyer, subject to certain post-closing adjustments. Proceeds from the sale of Harding were used by the Company as follows: 1) a repayment of bank revolver borrowings of $\$ 15.8$ million (representing primarily Harding's collateral in the borrowing base), 2) a principal repayment of the Term Loan of $\$ 4.0$ million, 3) a repayment of certain Axxess subordinated notes in the amount of $\$ 9.6$ million, and 4) a cash reserve of $\$ 2.0$ million to support the issuance of a stand by letter of credit in the same amount to the purchaser of Harding.

The Company has spent $\$ 0.6$ million for capital expenditures through March 31, 2000, primarily for warehouse improvements, machinery and equipment, computer hardware
and software. The Company expects to spend an additional $\$ 8.7$ million by December 31, 2000, for a total of $\$ 9.3$ million in 2000 including $\$ 7.3$ million for Axxess. The total anticipated spending of $\$ 9.3$ million in 2000 represents an increase of $\$ 4.5$ million compared to total year 1999 as a result of the acquisition of Axxess.

On June 30, 1999, the Board of Directors of the Company suspended indefinitely the quarterly cash dividend of $\$ .10$ per common share.

On August 6, 1998, the Company's Board of Directors authorized $\$ 15.0$ million for
management to repurchase up to $10 \%$ of the Company's outstanding common shares through open market transactions and private block trades dependent upon market conditions. The Company subsequently suspended the repurchase program on March 16, 1999. The Company has acquired and placed into treasury 479,100 common shares through March 31, 2000, at an average cost of $\$ 18.17$ per common share.

The Company has deferred tax assets aggregating $\$ 13.6$ million as of March 31, 2000, as determined in accordance with SFAS 109. Management believes that the Company's deferred tax assets will be realized through the reversal of existing temporary differences between the financial statement and tax bases, as well as through future taxable income.

Year 2000 Issue
All of the Company's operating segments successfully met the year 2000 compliance requirement for proprietary and purchased software, and machinery and equipment utilized in the daily business process. In addition, the Company's suppliers or customers did not experience any material year 2000 compliance-related problems of which the Company is aware.

All operating divisions continued to monitor their non-critical processing software to ensure that all non-critical programs have been successfully executed through the first quarter of 2000.

The Company's established Year 2000 compliance budget of $\$ 1.7$ million, funded from operating cash flows, was not exceeded. In addition, the Company has not incurred any significant expenses related to the Year 2000 compliance issue during the first quarter of 2000.

## Inflation

Inflation in recent years has had a modest impact on the operations of the Company. Continued inflation, over a period of years at higher than current rates, would result in significant increases in inventory costs and operating expenses. However, such higher cost of sales and operating expenses can generally be offset by increases in selling prices, although the ability of the Company's operating divisions to raise prices is dependent on competitive market conditions.

Forward Looking Statements
Certain disclosures related to acquisitions and divestitures, refinancing and capital expenditures contained in this report involve risks and uncertainties and may constitute forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. We have based these forward-looking statements on our current expectations, assumptions and projections about future events. These forward-looking statements are subject to known and unknown risks, uncertainties and assumptions that may cause our actual results, levels of activity, performance, or achievements to be materially different from any future results, levels of activity, performance, or achievements expressed or implied by such forward-looking statements. Actual results could differ materially from those currently anticipated as a result of a number of factors, including the risks and
uncertainties discussed under captions "Risk Factors" - Restructuring, Risks Associated with Acquisitions and the New York Stock Exchange Listing set forth in Item 1 of the Company's Annual Report on Form $10-\mathrm{K}$ for the year ended December 31, 1999. Given these uncertainties, current or prospective investors are cautioned not to place undue reliance on any such forward-looking statements.

In some cases, you can identify forward-looking statements by terminology such as "may," "will," "should," "could," "would," "expect," "plan," "anticipate," "believe," "estimate," "continue" or the negative of such terms or other similar expressions. All forward-looking statements attributable to us or persons acting on our behalf are expressly qualified in their entirety by the cautionary statements included in this Report. We undertake no obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events or otherwise. In light of these risks, uncertainties and assumptions, the forward-looking events discussed in this Report might not occur.

## PART II

OTHER INFORMATION

Items 1, 2, 3 \& 5 - None
Item 4 - Submission of Matters to a Vote of Security Holders
The Company held its Annual Meeting of Stockholders on May 11, 2000 to consider and take action on the following:

1. Election of three directors.
2. Approval of proposal to declassify the Company's Board of Directors.

The items listed above are discussed in detail in the Company's Proxy Statement filed on April 12, 2000. The voting results for each of these items are as follows:

1. Election of directors:
Votes For Withheld

| O. Gordon Brewer, Jr. | $5,868,446$ | 320,100 |
| :--- | :--- | :--- |
| Stewart A. Bliss | $5,876,046$ | 312,500 |
| Arnold S. Hoffman | $5,877,921$ | 310,625 |

2. Approval of the Proposal to Declassify the Company's Board of Directors. $1,627,277$ 2,781,499 --

Item 6 - Exhibits and Reports on Form 8-K
A Current Report on Form 8-K was filed on March 17, 2000 reporting a disposition under Item 2 of Form 8-K.

A Current Report on Form 8-K was filed on April 24, 2000 reporting an acquisition and a disposition under Item 2 of Form 8-K.

A Current Report on Amendment No. 1 to Form 8-K originally filed on April 24 , 2000 was filed on May 11, 2000 under Item 7 of Form 8-KA including the December 31, 1999 audited financial statements of Axxess Technologies, Inc.

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.

SUNSOURCE INC.
/s/ Joseph M. Corvino

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Joseph M. Corvino
Vice President - Finance
(Chief Financial Officer)
/s/ Edward L. Tofani
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Edward L. Tofani
Controller
(Chief Accounting Officer)

