# 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 March 27, 2015

Commission File Number: 001-09249

		GRACO IN	C.		
-	(Exact name of req	gistrant as sp	ecified in its ch	narter)	
Minnesota				41-0285640	)
(State of incorporation)		•	(I.R.S.	Employer Identific	ation Number)
88 - 11 <sup>th</sup> Avenu Minneapolis, Min (Address of principal ex	nnesota				55413 (Zip Code)
, , ,	•	(612) 623-60	00		,
	(Registrant's teleph	one number	including area	a code)	
Indicate by check mark whe Securities Exchange Act of 3 for the past 90 days.	1934 during the precedin		, and (2) has b		
Indicate by check mark whe every Interactive Data File re preceding 12 months (or suc	equired to be submitted a ch shorter period that the	and posted p	ursuant to Rule as required to	e 405 of Regulatio	n S-T during the
Indicate by check mark whe a smaller reporting company company" in Rule 12b-2 of the Large Accelerated Filer Non-accelerated Filer	/. See the definitions of "I he Exchange Act.	large acceler Acc		celerated filer" and _	
Indicate by check mark whe	ther the registrant is a sh Yes		(as defined in No <u>X</u>	Rule 12b-2 of the	Exchange Act).

58,678,000 shares of the Registrant's Common Stock, \$1.00 par value, were outstanding as of April 17, 2015.

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# PART I Item 1. GRACO INC. AND SUBSIDIARIES CONSOLIDATED STATEMENTS OF EARNINGS

(Unaudited) (In thousands except per share amounts)

	Thirteen Weeks Ended			Ended
	М	arch 27,	M	arch 28,
		2015		2014
Net Sales	\$	306,453	\$	289,962
Cost of products sold		144,324		130,650
Gross Profit		162,129		159,312
Product development		15,290		13,159
Selling, marketing and distribution		51,424		46,342
General and administrative		30,184		25,106
Operating Earnings		65,231		74,705
Interest expense		5,303		4,588
Held separate investment (income), net		(29,523)		(3,675)
Other expense (income), net		710		247
Earnings Before Income Taxes		88,741		73,545
Income taxes		19,900		22,800
Net Earnings	\$	68,841	\$	50,745
Per Common Share				
Basic net earnings	\$	1.17	\$	0.83
Diluted net earnings	\$	1.14	\$	0.81
Cash dividends declared	\$	0.30	\$	\$0.28

See notes to consolidated financial statements.

# CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME

(Unaudited) (In thousands)

	Thirteen Weeks Ended			nded	
	M	arch 27,	Ma	March 28,	
		2015		2014	
Net Earnings	\$	68,841	\$	50,745	
Other comprehensive income (loss)					
Cumulative translation adjustment		(3,011)		(86)	
Pension and postretirement medical liability adjustment		2,438		1,188	
Income taxes					
Pension and postretirement medical liability adjustment		(902)		(428)	
Other comprehensive income (loss)		(1,475)		674	
Comprehensive Income	\$	67,366	\$	51,419	

See notes to consolidated financial statements.

# GRACO INC. AND SUBSIDIARIES CONSOLIDATED BALANCE SHEETS

(Unaudited) (In thousands)

	I	March 27, 2015	Dec 26, 2014
ASSETS			
Current Assets			
Cash and cash equivalents	\$	27,678	\$ 23,656
Accounts receivable, less allowances of \$8,800 and \$8,100		243,228	214,944
Inventories		182,485	159,797
Deferred income taxes		20,972	19,969
Investment in businesses held separate		421,767	421,767
Other current assets		9,174	 19,374
Total current assets		905,304	859,507
Property, Plant and Equipment			
Cost		439,566	433,751
Accumulated depreciation		(271,445)	 (272,521)
Property, plant and equipment, net		168,121	161,230
Goodwill		393,448	292,574
Other Intangible Assets, net		242,665	176,278
Deferred Income Taxes		32,205	28,982
Other Assets		26,062	26,207
Total Assets	\$	1,767,805	\$ 1,544,778
LIABILITIES AND SHAREHOLDERS' EQUITY			
Current Liabilities			
Notes payable to banks	\$	52,013	\$ 5,016
Trade accounts payable		45,930	39,306
Salaries and incentives		24,707	40,775
Dividends payable		17,700	17,790
Other current liabilities		78,327	 71,593
Total current liabilities		218,677	174,480
Long-term Debt		767,040	615,000
Retirement Benefits and Deferred Compensation		136,722	136,812
Deferred Income Taxes		22,055	22,454
Other non-current liabilities		6,375	-
Shareholders' Equity			
Common stock		58,806	59,199
Additional paid-in-capital		398,253	384,704
Retained earnings		262,088	252,865
Accumulated other comprehensive income (loss)		(102,211)	 (100,736)
Total shareholders' equity		616,936	 596,032
Total Liabilities and Shareholders' Equity	\$	1,767,805	\$ 1,544,778

See notes to consolidated financial statements.

# GRACO INC. AND SUBSIDIARIES CONSOLIDATED STATEMENTS OF CASH FLOWS

(Unaudited) (In thousands)

	Thirteen We	Thirteen Weeks Ended		
	March 27,	March 28,		
	2015	2014		
Cash Flows From Operating Activities				
Net Earnings	\$ 68,841	\$ 50,745		
Adjustments to reconcile net earnings to				
net cash provided by operating activities				
Depreciation and amortization	10,810	9,262		
Deferred income taxes	(4,044)	(3,244)		
Share-based compensation	5,033	4,401		
Excess tax benefit related to share-based				
payment arrangements	(300)	(1,500)		
Change in				
Accounts receivable	(26,632)	(23,251)		
Inventories	(13,545)	(9,985)		
Trade accounts payable	6,088	6,164		
Salaries and incentives	(16,910)	(16,125)		
Retirement benefits and deferred compensation	3,171	1,496		
Other accrued liabilities	4,947	6,044		
Other	9,762	4,235		
Net cash provided by operating activities	47,221	28,242		
Cash Flows From Investing Activities				
Property, plant and equipment additions	(9,796)	(6,879)		
Acquisition of businesses, net of cash acquired	(182,904)	(65,150)		
Other	38	3		
Net cash used in investing activities	(192,662)	(72,026)		
Cash Flows From Financing Activities				
Borrowings (payments) on short-term lines of credit, net	47,605	1,141		
Borrowings on long-term line of credit	379,095	177,710		
Payments on long-term line of credit	(227,055)	(83,070)		
Excess tax benefit related to share-based payment arrangements	300	1,500		
Common stock issued	12,746	15,275		
Common stock repurchased	(46,935)	(47,542)		
Cash dividends paid	(17,730)	(16,813)		
Net cash provided by (used in) financing activities	148,026	48,201		
Effect of exchange rate changes on cash	1,437	(91)		
Net increase (decrease) in cash and cash equivalents	4,022	4,326		
Cash and cash equivalents	.,0	.,520		
Beginning of year	23,656	19,756		
End of period	\$ 27,678	\$ 24,082		
Life of portor	Ψ 21,010	Ψ 27,002		

See notes to consolidated financial statements.

# GRACO INC. AND SUBSIDIARIES NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

(Unaudited)

1. The consolidated balance sheet of Graco Inc. and Subsidiaries (the "Company") as of March 27, 2015 and the related statements of earnings for the thirteen weeks ended March 27, 2015 and March 28, 2014, and cash flows for the thirteen weeks ended March 27, 2015 and March 28, 2014 have been prepared by the Company and have not been audited.

In the opinion of management, these consolidated financial statements reflect all adjustments (consisting of only normal recurring adjustments) necessary to present fairly the financial position of the Company as of March 27, 2015, and the results of operations and cash flows for all periods presented.

Certain information and footnote disclosures normally included in financial statements prepared in accordance with generally accepted accounting principles have been condensed or omitted. Therefore, these statements should be read in conjunction with the financial statements and notes thereto included in the Company's 2014 Annual Report on Form 10-K.

The results of operations for interim periods are not necessarily indicative of results that will be realized for the full fiscal year.

2. The following table sets forth the computation of basic and diluted earnings per share (in thousands, except per share amounts):

		Thirteen Weeks Ended					
	March 27, 2015		March 28, 2014		·		
Net earnings available to common shareholders	\$	68,841	\$	50,745			
Weighted average shares outstanding for basic earnings per share		58,981		60,822			
Dilutive effect of stock options computed using the treasury stock method and the average market price		1,484		1,616			
Weighted average shares outstanding for diluted earnings per share		60,465		62,438			
Basic earnings per share	\$	1.17	\$	0.83			
Diluted earnings per share	\$	1.14	\$	0.81			

Stock options to purchase 1,186,000 and 838,000 shares were not included in the March 27, 2015 and March 28, 2014 computations of diluted earnings per share, respectively, because they would have been anti-dilutive.

3. Options on common shares granted and outstanding, as well as the weighted average exercise price, are shown below (in thousands, except exercise prices):

	Option Shares	Weighted Average Exercise Price		Average Option Exercise Optio		Options Exercisable	A E	eighted verage xercise Price
Outstanding, December 26, 2014	4,975	\$	44.72	3,318	\$	34.86		
Granted	496		74.39					
Exercised	(60)		32.57					
Canceled	(6)		72.12					
Outstanding, March 27, 2015	5,405	\$	47.55	3,722	\$	37.63		

The Company recognized year-to-date share-based compensation of \$5.0 million in 2015 and \$4.4 million in 2014. As of March 27, 2015, there was \$21.3 million of unrecognized compensation cost related to unvested options, expected to be recognized over a weighted average period of 1.9 years.

The fair value of each option grant is estimated on the date of grant using the Black-Scholes option-pricing model with the following weighted average assumptions and results:

	Thirteen Wee	ks Ended
	March 27,	March 28,
	2015	2014
Expected life in years	6.5	6.5
Interest rate	1.7 %	2.0 %
Volatility	35.3 %	36.1 %
Dividend yield	1.6 %	1.5 %
Weighted average fair value per share	\$ 23.42	\$ 24.90

Under the Company's Employee Stock Purchase Plan, the Company issued 166,000 shares in 2015 and 193,000 shares in 2014. The fair value of the employees' purchase rights under this Plan was estimated on the date of grant. The benefit of the 15 percent discount from the lesser of the fair market value per common share on the first day and the last day of the plan year was added to the fair value of the employees' purchase rights determined using the Black-Scholes option-pricing model with the following assumptions and results:

		Thirteen Weeks Ended					
		March 27,	M	larch 28,			
	2015 201			2014			
Expected life in years		1.0	·	1.0			
Interest rate		0.2 %		0.1 %			
Volatility		18.9 %		21.4 %			
Dividend yield		1.6 %		1.4 %			
Weighted average fair value per share	\$	16.51	\$	17.81			

4. The components of net periodic benefit cost for retirement benefit plans were as follows (in thousands):

		Thirteen Weeks Ended				
	N	March 27,		arch 28,		
		2015		2014		
Pension Benefits						
Service cost	\$	2,096	\$	1,742		
Interest cost		3,775		4,136		
Expected return on assets		(4,917)		(5,419)		
Amortization and other		2,353		1,333		
Net periodic benefit cost	\$	3,307	\$	1,792		
Postretirement Medical						
Service cost	\$	150	\$	125		
Interest cost		226		277		
Amortization		(101)		(128)		
Net periodic benefit cost	\$	275	\$	274		

5. Changes in components of accumulated other comprehensive income (loss), net of tax were (in thousands):

Thirteen Weeks Ended March 28, 2014	a re	Pension nd Post- etirement Medical	T	cumulative ranslation djustment	 Total
Beginning balance	\$	(50,132)	\$	3,783	\$ (46,349)
Other comprehensive income before reclassifications		-		(86)	(86)
Amounts reclassified from accumulated other comprehensive income		760		-	760
Ending balance	\$	(49,372)	\$	3,697	\$ (45,675)
Thirteen Weeks Ended March 27, 2015			_		
Beginning balance	\$	(76,584)	\$	(24,152)	\$ (100,736)
Other comprehensive income before reclassifications		-		(3,011)	(3,011)
Amounts reclassified from accumulated					
other comprehensive income		1,536		<u>-</u>	 1,536
Ending balance	\$	(75,048)	\$	(27,163)	\$ (102,211)

Amounts related to pension and postretirement medical adjustments are reclassified to pension cost, which is allocated to cost of products sold and operating expenses based on salaries and wages, approximately as follows (in thousands):

	Thirteen Weeks Ended				
	March 27,		N	larch 28,	
		2015		2014	
Cost of products sold	\$	938	\$	436	
Product development		383		187	
Selling, marketing and distribution		703		335	
General and administrative		414		230	
Total before tax	\$	2,438	\$	1,188	
Income tax (benefit)		(902)		(428)	
Total after tax	\$	1,536	\$	760	

6. Beginning with the first quarter of 2015 the Company revised the presentation of its financial reporting segments. Operations of the Process and the Oil and Natural Gas divisions, historically included in the Industrial segment, are now aggregated with the Lubrication division (formerly reported as a separate segment) in the newly-formed Process segment. This change aligns the types of products offered and markets served within the segments. Prior year segment information has been restated to conform to 2015 reporting.

A summary of the Company's three reportable segments (Industrial, Process and Contractor) follows.

The Industrial segment includes the Industrial Products and the Applied Fluid Technologies divisions. The Industrial segment markets equipment and pre-engineered packages for moving and applying paints, coatings, sealants, adhesives and other fluids. Markets served include automotive and vehicle assembly and components production, wood and metal products, rail, marine, aerospace, farm, construction, bus, recreational vehicles, and various other industries.

The Process segment includes the Process, the Oil and Natural Gas, and the Lubrication divisions. The Process segment markets pumps, valves, meters and accessories to move and dispense chemicals, oil and natural gas, water, waste water, petroleum, food, lubricants and other fluids. Markets served include food and beverage, dairy, oil and natural gas, pharmaceutical, cosmetics, electronics, waste water, mining, fast oil change facilities, service garages, fleet service centers, automobile dealerships and industrial lubrication applications.

The Contractor segment remains unchanged. The Contractor segment markets sprayers for architectural coatings for painting, corrosion control, texture, and line striping.

Sales and operating earnings by segment were as follows (in thousands):

		Thirteen Weeks Ended					
	N	larch 27,	M	arch 28,			
		2015		2014			
Net Sales							
Industrial	\$	143,266	\$	152,046			
Process		67,681		53,010			
Contractor		95,506		84,906			
Total	\$	306,453	\$	289,962			
Operating Earnings							
Industrial	\$	42,940	\$	49,105			
Process		10,498		12,643			
Contractor		19,375		18,250			
Unallocated corporate (expense)		(7,582)		(5,293)			
Total	\$	65,231	\$	74,705			

Assets by segment were as follows (in thousands):

		March 27, 2015		,		Dec 26, 2014
Industrial	9	546,930		\$ 548,868		
Process		489,775		304,903		
Contractor		209,864		176,757		
Unallocated corporate		521,236		514,250		
Total	\$	1,767,805		\$ 1,544,778		

Geographic information follows (in thousands):

		Thirteen Weeks Ended					
	N	1arch 27,	M	larch 28,			
		2015		2015		2014	
Net sales							
(based on customer location)							
United States	\$	159,328	\$	133,922			
Other countries		147,125		156,040			
Total	\$	306,453	\$	289,962			
	N	March 27, 2015		Dec 26, 2014			
Long-lived assets							
United States	\$	137,538	\$	131,131			
Other countries		30,583		30,099			
Total	\$	168,121	\$	161,230			

7. Major components of inventories were as follows (in thousands):

	М	March 27, 2015		Dec 26, 2014
Finished products and components	\$	100,372	\$	87,384
Products and components in various stages of completion		46,420		47,682
Raw materials and purchased components		80,753		69,212
		227,545		204,278
Reduction to LIFO cost		(45,060)		(44,481)
Total	\$	182,485	\$	159,797

# 8. Information related to other intangible assets follows (dollars in thousands):

	Estimated Life	Cost	Accumulated Amortization	Foreign Currency Translation	Book Value
March 27, 2015	(years)	Cost	Amortization	Hansialion	value
Customer relationships	3 - 14	\$ 196,884	\$ (25,488)	\$ (7,471)	\$ 163,925
Patents, proprietary technology and product documentation	3 - 11	20,168	(7,628)	(477)	12,063
Trademarks, trade names and other	5	495	(68)	(50)	377
		217,547	(33,184)	(7,998)	176,365
Not Subject to Amortization: Brand names		69,165		(2,865)	66,300
Total		\$ 286,712	\$ (33,184)	\$ (10,863)	\$ 242,665
December 26, 2014					
Customer relationships	3 - 14	\$ 143,144	\$ (21,948)	\$ (7,334)	\$ 113,862
Patents, proprietary technology and product documentation	3 - 11	18,268	(7,126)	(655)	10,487
Trademarks, trade names and other	5	175	(44)		131
		161,587	(29,118)	(7,989)	124,480
Not Subject to Amortization:			Ì	, ,	
Brand names		55,265		(3,467)	51,798
Total		\$ 216,852	\$ (29,118)	\$ (11,456)	\$ 176,278

Amortization of intangibles for the quarter was \$4.1 million in 2015 and \$3.1 million in 2014. Estimated annual amortization expense is as follows: \$17.1 million in 2015, \$17.1 million in 2016, \$16.9 million in 2017, \$16.6 million in 2018, \$16.4 million in 2019 and \$96.4 million thereafter.

Changes in the carrying amount of goodwill in 2015 were as follows (in thousands):

	l:	Industrial Process		Contractor		Total	
Beginning balance	\$	188,273	\$	91,569	\$	12,732	\$ 292,574
Additions from business							
acquisitions		759		102,645		-	103,404
Foreign currency translation		925		(3,455)		-	(2,530)
Ending balance	\$	189,957	\$	190,759	\$	12,732	\$ 393,448

# 9. Components of other current liabilities were (in thousands):

	March 27, 2015		ec 26, 2014
Accrued self-insurance retentions	\$	7,330	\$ 7,089
Accrued warranty and service liabilities		7,644	7,609
Accrued trade promotions		7,326	7,697
Payable for employee stock purchases		2,217	9,126
Customer advances and deferred revenue		10,985	8,918
Income taxes payable		15,048	5,997
Other		27,777	 25,157
Total other current liabilities	\$	78,327	\$ 71,593

A liability is established for estimated future warranty and service claims that relate to current and prior period sales. The Company estimates warranty costs based on historical claim experience and other factors including evaluating specific product warranty issues. Following is a summary of activity in accrued warranty and service liabilities (in thousands):

	Thirteen Weeks Ended March 27, 2015			ar Ended ec 26, 2014	
Balance, beginning of year	\$	7,609	\$	7,771	
Assumed in business acquisition		-		12	
Charged to expense		1,685		6,069	
Margin on parts sales reversed		549		1,920	
Reductions for claims settled		(2,199)		(8,163)	
Balance, end of period	\$	7,644	\$	7,609	

10. Assets and liabilities measured at fair value on a recurring basis and fair value measurement level were as follows (in thousands):

	Level	March 27, 2015		Dec 26 2014		
Assets						
Cash surrender value of life insurance	2	\$	13,403	\$	13,187	
Forward exchange contracts	2		-		280	
Total assets at fair value		\$	13,403	\$	13,467	
Liabilities						
Contingent consideration	3	\$	8,100	\$	-	
Deferred compensation	2		3,114		2,676	
Forward exchange contracts	2		102		-	
Total liabilities at fair value		\$	11,316	\$	2,676	

Contracts insuring the lives of certain employees who are eligible to participate in certain non-qualified pension and deferred compensation plans are held in trust. Cash surrender value of the contracts is based on performance measurement funds that shadow the deferral investment allocations made by participants in certain deferred compensation plans. The deferred compensation liability balances are valued based on amounts allocated by participants to the underlying performance measurement funds.

Contingent consideration liability represents the estimated value (using a market approach) of future payments to be made to previous owners of an acquired business (see Note 11).

Long-term notes payable with fixed interest rates have a carrying amount of \$300 million and an estimated fair value of \$330 million as of March 27, 2015 and \$330 million as of December 26, 2014. The fair value of variable rate borrowings approximates carrying value. The Company uses significant other observable inputs to estimate fair value (level 2 of the fair value hierarchy) based on the present value of future cash flows and rates that would be available for issuance of debt with similar terms and remaining maturities.

11. On January 20, 2015, the Company completed the acquisition of High Pressure Equipment Holdings, LLC (HiP) for \$160 million cash. HiP designs and manufactures valves, fittings and other flow control equipment engineered to perform in ultra-high pressure environments. HiP's products and business relationships will enhance Graco's position in the oil and natural gas industry and complement Graco's core competencies of designing and manufacturing advanced flow control technologies. HiP had sales of \$38 million in 2014. Results of HiP operations, including \$7 million of sales, have been included in the Company's Process segment from the date of acquisition.

Purchase consideration was allocated to assets acquired and liabilities assumed based on estimated fair values, subject to post-closing adjustments, as follows (in thousands):

Cash and cash equivalents	\$ 1,904
Accounts receivable	4,714
Inventories	7,605
Other current assets	69
Property, plant and equipment	1,962
Deferred income taxes	1,840
Identifiable intangible assets	60,100
Goodwill	 86,623
Total assets acquired	164,817
Liabilities assumed	(3,414)
Net assets acquired	\$ 161,403

Identifiable intangible assets and estimated useful life are as follows (dollars in thousands):

		Estimated Life (years)
Customer relationships	47,100	12
Trade names	 13,000	Indefinite
Total identifiable intangible assets	\$ 60,100	

Approximately two-thirds of the goodwill acquired with HiP is deductible for tax purposes.

On January 2, 2015 the Company acquired White Knight Fluid Handling for \$16 million cash and a commitment for additional consideration if future revenues exceed certain thresholds, valued at \$8 million. The maximum payout is not limited. White Knight designs and manufactures high purity, metal-free pumps used in the production process of manufacturing semiconductors, solar panels, LED flat panel displays and various other electronics. The products, brands and distribution channels of White Knight expand and complement the offerings of the Company's Process segment. The purchase price was allocated based on estimated fair values, including \$12 million of goodwill, \$9 million of other identifiable intangible assets and \$3 million of net tangible assets.

Post-closing working capital adjustments that completed the Alco purchase price allocation, acquired in the fourth quarter of 2014, resulted in a \$4 million addition to goodwill in the first quarter of 2015.

The Company completed another acquisition in 2015 that was not material to the consolidated financial statements.

12. In March 2015, the FTC approved the Company's application to sell the Liquid Finishing business assets it acquired in 2012. The sale was completed on April 1, 2015 in a \$590 million cash transaction, subject to customary post-closing adjustments. The Company used proceeds from the sale to repay approximately \$500 million of debt, including \$40 million drawn on a short-term credit agreement that expired upon closing of the sale transaction.

The Liquid Finishing business assets were held as a cost-method investment on Graco's balance sheet, and income was recognized based on dividends received from current earnings. The Company received dividends of \$30 million in the first quarter of 2015 and \$4 million in the comparable period of 2014. Dividends for the full year totaled \$28 million in 2014 and \$28 million in 2013.

#### Item 2.

#### **GRACO INC. AND SUBSIDIARIES**

# MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

#### **Overview**

The Company designs, manufactures and markets systems and equipment to move, measure, control, dispense and spray fluid and coating materials. Management classifies the Company's business into three reportable segments: Industrial, Process and Contractor. Key strategies include developing and marketing new products, expanding distribution globally, opening new markets with technology and channel expansion and completing strategic acquisitions.

The following Management's Discussion and Analysis reviews significant factors affecting the Company's results of operations and financial condition. This discussion should be read in conjunction with the financial statements and the accompanying notes to the financial statements.

#### **Consolidated Results**

Net sales, net earnings and earnings per share were as follows (in millions except per share amounts and percentages):

	Thirteen Weeks Ended						
	Ma	arch 27,	March 28,		%		
	2015		2014		<u>Change</u>		
Net Sales	\$	306.5	\$	290.0	6 %		
Operating Earnings	\$	65.2	\$	74.7	(13) %		
Net Earnings	\$	68.8	\$	50.7	36 %		
Diluted Net Earnings per Common Share	\$	1.14	\$	0.81	41 %		

The following table presents components of changes in sales:

	Year-to-Date							
	Segment							
	Industrial	Process	Contractor	Americas	EMEA	Asia Pacific	Total	
Volume and Price	(1) %	5 %	16 %	12 %	- %	(10) %	5 %	
Acquisitions	- %	27 %	- %	5 %	8 %	4 %	5 %	
Currency	(5) %	(4) %	(4) %	(1) %	(14) %	(3) %	(4) %	
Total	(6) %	28 %	12 %	16 %	(6) %	(9) %	6 %	

Sales by geographic area were as follows (in millions):

		Thirteen Weeks Ended					
	M	arch 27,	Ma	arch 28,			
		2015		2014			
Americas <sup>1</sup>	\$	184.8	\$	158.8			
EMEA <sup>2</sup>		68.8		73.4			
Asia Pacific		52.9		57.8			
Consolidated	\$	306.5	\$	290.0			

- <sup>1</sup> North and South America, including the U.S.
- <sup>2</sup> Europe, Middle East and Africa

Changes in currency translation rates reduced sales and net earnings by approximately \$13 million and \$4 million, respectively, for the quarter.

Sales increased 6 percent, with a 16 percent increase in the Americas and decreases of 6 percent in EMEA and 9 percent in Asia Pacific. Sales from operations acquired in the fourth quarter of 2014 and the first quarter of 2015 totaled \$15 million, contributing 5 percentage points of growth. Organic sales at consistent translation rates increased 5 percent, with a 12 percent increase in the Americas, flat in EMEA, and a 10 percent decrease in Asia Pacific.

Gross profit margin rate was 53 percent, down 2 percentage points from the comparable period last year. Changes in currency translation rates accounted for more than half of the decrease. Effects of purchase accounting totaling approximately \$3 million and changes in mix also contributed to the decrease.

Total operating expenses were \$12 million (15 percent) higher than the comparable period last year. The increase included expenses of acquired operations totaling \$6 million, incremental spending related to regional expansion and product initiatives of \$2 million, Contractor marketing and new product launch costs of \$2 million and additional unallocated corporate expense (mostly pension, stock compensation and new central warehouse) totaling \$2 million.

Held separate investment income, net included dividends received from the Liquid Finishing businesses that were held separate from the Company's other businesses. First quarter dividend income was \$30 million in 2015 and \$4 million in 2014.

The effective income tax rate of 22 percent for the quarter was 9 percentage points lower than the comparable period last year, mostly due to the impact of higher post-tax dividend income.

#### **Segment Results**

Certain measurements of segment operations compared to last year are summarized below:

#### Industrial

	Thirteen Weeks Ended					
		arch 27,	March 28,			
		2015		2014		
Net sales (in millions)						
Americas	\$	67.8	\$	65.7		
EMEA		41.0		47.6		
Asia Pacific		34.5		38.7		
Total	\$	143.3	\$	152.0		
Operating earnings as a percentage						
of net sales		30 %		32 %		

Industrial segment sales decreased 6 percent (1 percent at consistent translation rates). Sales in this segment increased 3 percent in the Americas and decreased 14 percent in EMEA (1 percent at consistent translation rates) and 11 percent in Asia Pacific (8 percent at consistent translation rates). Operating margin rate for the Industrial segment decreased 2 percentage points compared to last year, driven by changes in currency translation rates and higher expenses relative to sales.

#### **Process**

		Thirteen Weeks Ended				
		March 27, 2015		rch 28, 2014		
		2013		2014		
Net sales (in millions)						
Americas	\$	42.9	\$	34.5		
EMEA		13.9		9.4		
Asia Pacific		10.9		9.1		
Total	\$	67.7	\$	53.0		
Operating earnings as a percentage	. <u></u>					
of net sales		16 %		24 %		

Process segment sales increased 28 percent (32 percent at consistent translation rates), including double-digit percentage increases in all regions. Nearly all of the sales increase was from acquired operations including Alco Valves (acquired fourth quarter of 2014), White Knight Fluid Handling and High Pressure Equipment (both acquired in January 2015). Changes in currency translation rates and incremental investment in oil and natural gas products led to the decrease in operating margin rate for this segment.

#### Contractor

	Thirteen Weeks Ended					
	March 27, 2015		rch 28, 2014			
Net sales (in millions)						
Americas	\$ 74.2	\$	58.5			
EMEA	13.9		16.4			
Asia Pacific	7.4		10.0			
Total	\$ 95.5	\$	84.9			
Operating earnings as a percentage						
of net sales	 20 %		21 %			

Contractor segment sales increased 12 percent (16 percent at consistent translation rates). Sales increased 27 percent in the Americas and decreased 15 percent in EMEA (2 percent at consistent translation rates) and decreased 26 percent in Asia Pacific (23 percent at consistent translation rates). Operating margin rate in the Contractor segment decreased by one percentage point mostly due to changes in currency translation rates and \$2 million additional marketing spending, including new product launch costs and other volume-related increases.

# **Liquidity and Capital Resources**

Net cash provided by operating activities was \$47 million in 2015, a \$19 million increase over the comparable period of 2014, due mostly to the increase in net earnings. Accounts receivable and inventory balances have increased since the end of 2014 due to acquisitions and increases in business activity. In the first quarter, the Company used borrowings under its credit agreements and operating cash flow to fund business acquisitions totaling \$183 million, purchases of Company common stock of \$47 million and dividends of \$18 million paid to shareholders.

In January 2015, the Company completed the acquisition of High Pressure Equipment Holdings, LLC (HiP) for \$160 million. HiP designs and manufactures valves, fittings and other flow control equipment engineered to perform in ultrahigh pressure environments. The Company also acquired White Knight Fluid Handling, a manufacturer of high purity, metal-free pumps used in the production process of manufacturing semiconductors, solar panels, LED flat panel displays and various other electronics.

At March 27, 2015, the Company had various lines of credit totaling \$588 million, of which \$70 million was unused. Internally generated funds and unused financing sources are expected to provide the Company with the flexibility to meet its liquidity needs in 2015.

### **Subsequent Event - Divestiture**

In March 2015, the FTC approved the Company's application to sell the Liquid Finishing business assets it acquired in 2012. The sale was completed on April 1, 2015 in a \$590 million cash transaction, subject to customary post-closing adjustments. The Company used proceeds from the sale to repay approximately \$500 million of debt, including \$40 million drawn on a short-term credit agreement that expired upon closing of the sale transaction. The Company expects to use the remaining proceeds from the sale for ongoing share repurchases and to make investments in strategic acquisitions that provide synergistic opportunities.

The Liquid Finishing business assets were held separate as a cost-method investment on Graco's balance sheet, and income was recognized based on dividends received from current earnings. The Company received dividends of \$30 million in the first quarter of 2015 and \$4 million in the comparable period of 2014. Dividends for the full year totaled \$28 million in 2014 and \$28 million in 2013.

Results excluding Liquid Finishing investment income and expense are a better measure of the Company's on-going operations and provide a more consistent base of comparison to future results. A calculation of the non-GAAP measurement of net earnings excluding investment income and expense follows (in millions except per share amounts):

	Thirteen Weeks Ended				
		rch 27, 2015		rch 28, 2014	
Net Earnings	\$	68.8	\$	50.7	
Held separate investment (income), net		(29.7)		(3.8)	
Adjusted Net Earnings	\$	39.1	\$	46.9	
Diluted earnings per share				_	
Including investment income, net	\$	1.14	\$	0.81	
Excluding investment income, net		0.65		0.75	

#### **Outlook**

We remain committed to achieving mid-single digit organic sales growth, on a constant currency basis, for the full year 2015 as well as growth in every reportable segment and geography. Continued investments in our long-term growth initiatives are a priority in 2015, which support our organic sales growth expectations but will hamper near-term profitability. Ongoing currency headwinds and geopolitical instability remain a concern. At current exchange rates, unfavorable changes in foreign currency translation rates create a full-year headwind of approximately 5 percent on sales and 11 percent on earnings in 2015.

#### SAFE HARBOR CAUTIONARY STATEMENT

The Company desires to take advantage of the "safe harbor" provisions regarding forward-looking statements of the Private Securities Litigation Reform Act of 1995 and is filing this Cautionary Statement in order to do so. From time to time various forms filed by our Company with the Securities and Exchange Commission, including this Form 10-Q and our Form 10-K and Form 8-Ks, and other disclosures, including our 2014 Overview report, press releases, earnings releases, analyst briefings, conference calls and other written documents or oral statements released by our Company, may contain forward-looking statements. Forward-looking statements generally use words such as "expect," "foresee," "anticipate," "believe," "project," "should," "estimate," "will," and similar expressions, and reflect our Company's expectations concerning the future. All forecasts and projections are forward-looking statements. Forward-looking statements are based upon currently available information, but various risks and uncertainties may cause our Company's actual results to differ materially from those expressed in these statements. The Company undertakes no obligation to update these statements in light of new information or future events.

Future results could differ materially from those expressed, due to the impact of changes in various factors. These risk factors include, but are not limited to: our Company's growth strategies, which include making acquisitions, investing in new products, expanding geographically and targeting new industries; economic conditions in the United States and other major world economies; changes in currency translation rates; changes in laws and regulations; compliance with anti-corruption laws; new entrants who copy our products or infringe on our intellectual property; risks incident to conducting business internationally; the ability to meet our customers' needs and changes in product demand; supply interruptions or delays; security breaches; political instability; results of and costs associated with, litigation, administrative proceedings and regulatory reviews incident to our business; the possibility of decline in purchases from few large customers of the Contractor segment; variations in activity in the construction and automotive industries; and natural disasters. Please refer to Item 1A of our Annual Report on Form 10-K for fiscal year 2014 for a more comprehensive discussion of these and other risk factors. These reports are available on the Company's website at <a href="https://www.graco.com/ir">www.graco.com/ir</a> and the Securities and Exchange Commission's website at <a href="https://www.graco.com/ir">www.graco.com/ir</a> and the Securities and Exchange Commission's website at <a href="https://www.graco.com/ir">www.graco.com/ir</a> and other readers are urged to consider these factors in evaluating forward-looking statements and are cautioned not to place undue reliance on such forward-looking statements.

Investors should realize that factors other than those identified above and in Item 1A might prove important to the Company's future results. It is not possible for management to identify each and every factor that may have an impact on the Company's operations in the future as new factors can develop from time to time.

# Item 3. Quantitative and Qualitative Disclosures About Market Risk

There have been no material changes related to market risk from the disclosures made in the Company's 2014 Annual Report on Form 10-K.

#### Item 4. Controls and Procedures

### **Evaluation of disclosure controls and procedures**

As of the end of the fiscal quarter covered by this report, the Company carried out an evaluation of the effectiveness of the design and operation of its disclosure controls and procedures. This evaluation was done under the supervision and with the participation of the Company's President and Chief Executive Officer, the Chief Financial Officer, the Vice President, Controller and Information Systems, and the Vice President, General Counsel and Secretary. Based upon that evaluation, they concluded that the Company's disclosure controls and procedures are effective.

#### **Changes in internal controls**

During the quarter, there was no change in the Company's internal control over financial reporting that has materially affected or is reasonably likely to materially affect the Company's internal control over financial reporting.

#### PART II OTHER INFORMATION

#### Item 1A. Risk Factors

There have been no material changes to the Company's risk factors from those disclosed in the Company's 2014 Annual Report on Form 10-K, except for the deletion of the risk factor relating to our divestiture of the Liquid Finishing business assets acquired from ITW as the divestiture was completed April 1, 2015.

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

# **Issuer Purchases of Equity Securities**

On September 14, 2012, the Board of Directors authorized the Company to purchase up to 6,000,000 shares of its outstanding common stock, primarily through open-market transactions. The authorization expires on September 30, 2015.

In addition to shares purchased under the Board authorizations, the Company purchases shares of common stock held by employees who wish to tender owned shares to satisfy the exercise price or tax due upon exercise of options or vesting of restricted stock.

Information on issuer purchases of equity securities follows:

					Maximum
				Total	Number of
				Number	Shares that
				of Shares	May Yet Be
				Purchased	Purchased
				as Part of	Under the
	Total	A۱	verage	Publicly	Plans or
	Number		Price	Announced	Programs
	of Shares	P	aid per	Plans or	(at end of
Period	<u>Purchased</u>		Share	Programs	period)
		_			
Dec 27, 2014 – Jan 23, 2015	180,000	\$	78.55	180,000	2,277,377
Jan 24, 2015 – Feb 20, 2015	190,000	\$	73.48	190,000	2,087,377
Feb 21, 2015 – Mar 27, 2015	250,000	\$	74.11	250,000	1,837,377

#### Item 6. Exhibits

- Amendment No. 1 to Asset Purchase Agreement entered into as of March 6, 2015 by and among Carlisle Companies Incorporated, Carlisle Fluid Technologies, Inc., Graco Inc. and Finishing Brands Holdings Inc. (excluding schedules and exhibits, which the Registrant agrees to furnish supplementally to the Securities and Exchange Commission upon request). (Incorporated by reference to Exhibit 2.1 to the Company's Report on Form 8-K filed on March 9, 2015.)
- 3.1 Restated Articles of Incorporation as amended June 13, 2014. (Incorporated by reference to Exhibit 3.1 to the Company's Report on Form 8-K filed June 16, 2014.)
- 3.2 Restated Bylaws as amended February 14, 2014. (Incorporated by reference to Exhibit 3.2 to the Company's 2013 Annual Report on Form 10-K.)
- 31.1 Certification of President and Chief Executive Officer pursuant to Rule 13a-14(a).
- 31.2 Certification of Chief Financial Officer pursuant to Rule 13a-14(a).
  - Certification of President and Chief Executive Officer and Chief Financial Officer pursuant to Section 1350 of Title 18, U.S.C.
- 99.1 Press Release Reporting First Quarter Earnings dated April 22, 2015.
- 101 Interactive Data File.

# **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.

# **GRACO INC.**

Date:	April 22, 2015	Ву:	/s/ Patrick J. McHale Patrick J. McHale President and Chief Executive Officer (Principal Executive Officer)
Date:	April 22, 2015	Ву:	/s/ James A. Graner James A. Graner Chief Financial Officer (Principal Financial Officer)
Date:	April 22, 2015	Ву:	/s/ Caroline M. Chambers Caroline M. Chambers Vice President, Corporate Controller and Information Systems (Principal Accounting Officer)

#### **CERTIFICATION**

I, Patrick J. McHale, certify that:

- 1. I have reviewed this quarterly report on Form 10-Q of Graco Inc.;
- Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
- 3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
- 4. The registrant's other certifying officer and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(f) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the registrant and have:
- Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
- Designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
- c) Evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
- d) Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and
- 5. The registrant's other certifying officer and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's board of directors:
- a) All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
- b) Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

Date: April 22, 2015

/s/ Patrick J. McHale

Patrick J. McHale

President and Chief Executive Officer

#### **CERTIFICATION**

I, James A. Graner, certify that:

- 1. I have reviewed this quarterly report on Form 10-Q of Graco Inc.;
- Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
- 3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
- 4. The registrant's other certifying officer and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the registrant and have:
- Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
- Designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
- c) Evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
- d) Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and
- 5. The registrant's other certifying officer and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's board of directors:
- a) All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
- b) Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

Date:	April 22, 2015	/s/ James A. Graner
		James A. Graner
		Chief Financial Officer

#### **CERTIFICATION UNDER SECTION 1350**

Pursuant to Section 1350 of Title 18 of the United States Code, each of the undersigned certifies that this periodic report fully complies with the requirements of Section 13(a) or 15(d) of the Securities Exchange Act of 1934 and that information contained in this periodic report fairly presents, in all material respects, the financial condition and results of operations of Graco Inc.

Date: April 22, 2015

| S | Patrick J. McHale | Patrick J. McHale | President and Chief Executive Officer

| Date: April 22, 2015 | Is | James A. Graner | J

Chief Financial Officer



FOR IMMEDIATE RELEASE:

Wednesday, April 22, 2015

GRACO INC. P.O. Box 1441 Minneapolis, MN 55440-1441 NYSE: GGG



#### FOR FURTHER INFORMATION:

Financial Contact: James A. Graner (612) 623-6635 Media Contact: Bryce Hallowell (612) 623-6679 bhallowell@graco.com

# Graco Reports First Quarter Results Currency Headwinds, Acquisitions and Growth Initiatives Reduce Earnings, Offset by Investment Income

MINNEAPOLIS, MN (April 22, 2015) - Graco Inc. (NYSE: GGG) today announced results for the first quarter ended March 27, 2015.

#### **Summary**

\$ in millions except per share amounts

	Thirteen Weeks Ended						
	March 27, March 2 2015 2014			•	% Change		
Net Sales Operating Earnings Net Earnings Diluted Net Earnings per Common	\$	306.5 65.2 68.8	\$	290.0 74.7 50.7	6 % (13)% 36 %		
Share	\$	1.14	\$	0.81	41 %		

- Total Company sales increased 6 percent, including 5 percentage points of organic sales growth and 5 percentage points of sales growth from acquired operations, partially offset by 4 percentage points of currency translation headwinds.
- Gross margin rate was 2 percentage points lower than the comparable period last year due to currency translation (accounting for more than half of the decrease), purchase accounting and changes in mix.
- Operating income decreased \$9 ½ million to 21 percent of sales, 5 percentage points lower than the comparable period last year. The decrease as a percentage of sales included 2 percentage points from foreign currency headwinds and 1 percentage point related to acquisitions.
- Operating expenses increased \$12 million, including \$6 million from acquired operations, \$2 million related to regional expansion and product initiatives, \$2 million in Contractor marketing and product launch costs and \$2 million additional unallocated corporate expense (mostly pension, stock compensation and new central warehouse).
- Dividend income from the Liquid Finishing businesses increased to \$30 million from \$4 million received in the first quarter last year. Subsequent to first quarter-end, the Company completed the sale of its Liquid Finishing business assets for \$590 million, subject to customary post-closing adjustments.

"Company sales grew at a mid-single digit pace organically in the first quarter, on a constant currency basis, consistent with our outlook," said Patrick J. McHale, Graco's President and CEO. "Our strongest region remains the Americas, growing at a double-digit rate in the quarter, led by 27 percent growth in our Contractor segment. The Contractor business continues to benefit from the recovery in the U.S. construction market."

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"Operating earnings declined in the quarter, reflecting multiple headwinds," continued McHale. "As expected, unfavorable currency exchange rates pressured both sales and earnings. During the quarter, the Contractor segment successfully launched new products, although associated launch costs held segment incremental margins in check. In the Industrial segment, sales declines in the EMEA and Asia Pacific regions resulted in an unfavorable regional sales mix and decremental margins for the segment. Investment in regional and product growth initiatives, focused on organic growth in the Oil & Natural Gas market, continued expansion of our presence in South & Central America, and a new warehouse in China to enhance product availability, was a \$2 million headwind in the first quarter."

#### **Consolidated Results**

Changes in currency translation rates reduced sales and net earnings by approximately \$13 million and \$4 million, respectively, for the quarter.

Sales increased 6 percent, with a 16 percent increase in the Americas and decreases of 6 percent in EMEA and 9 percent in Asia Pacific. Sales from operations acquired in the fourth quarter of 2014 and the first quarter of 2015 totaled \$15 million, contributing 5 percentage points of growth. Organic sales at consistent translation rates increased 5 percent, with a 12 percent increase in the Americas, flat in EMEA, and a 10 percent decrease in Asia Pacific.

Gross profit margin rate was 53 percent, down 2 percentage points from the comparable period last year. Changes in currency translation rates accounted for more than half of the decrease. Effects of purchase accounting totaling approximately \$3 million and changes in mix also contributed to the decrease.

Total operating expenses were \$12 million (15 percent) higher than the comparable period last year. The increase included expenses of acquired operations totaling \$6 million, incremental spending related to regional expansion and product initiatives of \$2 million, Contractor marketing and new product launch costs of \$2 million and additional unallocated corporate expense (mostly pension, stock compensation and new central warehouse) totaling \$2 million.

Held separate investment income, net included dividends received from the Liquid Finishing businesses that were held separate from the Company's other businesses. First quarter dividend income was \$30 million in 2015 and \$4 million in 2014.

The effective income tax rate of 22 percent for the quarter was 9 percentage points lower than the comparable period last year, mostly due to the impact of higher post-tax dividend income.

#### **Change in Financial Reporting Segments**

Beginning with the first quarter of 2015 the Company revised the presentation of its financial reporting segments. Operations of the Process and the Oil and Natural Gas divisions, historically included in the Industrial segment, are now aggregated with the Lubrication division (formerly reported as a separate segment) in the newly-formed Process segment. This change aligns the types of products offered and markets served within the segments. Prior year segment information has been restated to conform to 2015 reporting.

A summary of the Company's three reportable segments (Industrial, Process and Contractor) follows.

The Industrial segment includes the Industrial Products and the Applied Fluid Technologies divisions. The Industrial segment markets equipment and pre-engineered packages for moving and applying paints, coatings, sealants, adhesives and other fluids. Markets served include automotive and vehicle assembly and components production, wood and metal products, rail, marine, aerospace, farm, construction, bus, recreational vehicles, and various other industries.

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The Process segment includes the Process, the Oil and Natural Gas, and the Lubrication divisions. The Process segment markets pumps, valves, meters and accessories to move and dispense chemicals, oil and natural gas, water, waste water, petroleum, food, lubricants and other fluids. Markets served include food and beverage, dairy, oil and natural gas, pharmaceutical, cosmetics, electronics, waste water, mining, fast oil change facilities, service garages, fleet service centers, automobile dealerships and industrial lubrication applications.

The Contractor segment remains unchanged. The Contractor segment markets sprayers for architectural coatings for painting, corrosion control, texture, and line striping.

#### **Segment Results**

Certain measurements of segment operations are summarized below:

	Thirteen Weeks					
	Industrial		Process		Contracto	
Net sales (in millions)	\$	143.3	\$	67.7	\$	95.5
Percentage change from last year Sales Operating earnings		(6)% (13)%		28 % (17)%		12 % 6 %
Operating earnings as a percentage of sales 2015 2014		30 % 32 %		16 % 24 %		20 % 21 %

Industrial segment sales decreased 6 percent (1 percent at consistent translation rates). Sales in this segment increased 3 percent in the Americas and decreased 14 percent in EMEA (1 percent at consistent translation rates) and 11 percent in Asia Pacific (8 percent at consistent translation rates). Operating margin rate for the Industrial segment decreased 2 percentage points compared to last year, driven by changes in currency translation rates and higher expenses relative to sales.

Process segment sales increased 28 percent (32 percent at consistent translation rates), including double-digit percentage increases in all regions. Nearly all of the sales increase was from acquired operations including Alco Valves (acquired fourth quarter of 2014), White Knight Fluid Handling and High Pressure Equipment (both acquired in January 2015). Lower profit margins of acquired operations, changes in currency translation rates and incremental investment in oil and natural gas products led to the decrease in operating margin rate for this segment.

Contractor segment sales increased 12 percent (16 percent at consistent translation rates). Sales increased 27 percent in the Americas and decreased 15 percent in EMEA (2 percent at consistent translation rates) and decreased 26 percent in Asia Pacific (23 percent at consistent translation rates). Operating margin rate in the Contractor segment decreased by one percentage point mostly due to changes in currency translation rates and \$2 million additional marketing spending, including new product launch costs and other volume-related increases.

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#### **Subsequent Events**

In March 2015, the FTC approved the Company's application to sell the Liquid Finishing business assets it acquired in 2012. The sale was completed on April 1, 2015 in a \$590 million cash transaction, subject to customary post-closing adjustments. The Company used proceeds from the sale to repay approximately \$500 million of debt.

The Liquid Finishing business assets were held separate as a cost-method investment on Graco's balance sheet, and income was recognized based on dividends received from current earnings. Results excluding Liquid Finishing investment income and expense are a better measure of the Company's on-going operations and provide a more consistent base of comparison to future results. A calculation of the non-GAAP measurement of net earnings excluding investment income and expense follows (in millions except per share amounts):

	Thirteen Weeks Ended	
	March 27, 2015	March 28, 2014
Net Earnings	\$ 68.8	\$ 50.7
Held separate investment (income), net	(29.7)	(3.8)
Adjusted Net Earnings	\$ 39.1	\$ 46.9
Diluted earnings per share Including investment income, net Excluding investment income, net	\$ 1.14 0.65	\$ 0.81 0.75

#### **Outlook**

"We remain committed to achieving mid-single digit organic sales growth, on a constant currency basis, for the full year 2015 as well as growth in every reportable segment and geography," stated McHale. "Continued investments in our long-term growth initiatives are a priority in 2015, which support our organic sales growth expectations but will hamper near-term profitability. Ongoing currency headwinds and geopolitical instability remain a concern. At current exchange rates, unfavorable changes in foreign currency translation rates create a full-year headwind of approximately 5 percent on sales and 11 percent on earnings in 2015."

### **Cautionary Statement Regarding Forward-Looking Statements**

The Company desires to take advantage of the "safe harbor" provisions regarding forward-looking statements of the Private Securities Litigation Reform Act of 1995 and is filing this Cautionary Statement in order to do so. From time to time various forms filed by our Company with the Securities and Exchange Commission, including this Form 10-Q and our Form 10-K and Form 8-Ks, and other disclosures, including our 2014 Overview report, press releases, earnings releases, analyst briefings, conference calls and other written documents or oral statements released by our Company, may contain forward-looking statements. Forward-looking statements generally use words such as "expect," "foresee," "anticipate," "believe," "project," "should," "estimate," "will," and similar expressions, and reflect our Company's expectations concerning the future. All forecasts and projections are forward-looking statements. Forward-looking statements are based upon currently available information, but various risks and uncertainties may cause our Company's actual results to differ materially from those expressed in these statements. The Company undertakes no obligation to update these statements in light of new information or future events.

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Future results could differ materially from those expressed, due to the impact of changes in various factors. These risk factors include, but are not limited to: our Company's growth strategies, which include making acquisitions, investing in new products, expanding geographically and targeting new industries; economic conditions in the United States and other major world economies; changes in currency translation rates; changes in laws and regulations; compliance with anti-corruption laws; new entrants who copy our products or infringe on our intellectual property; risks incident to conducting business internationally; the ability to meet our customers' needs and changes in product demand; supply interruptions or delays; security breaches; political instability; results of and costs associated with, litigation, administrative proceedings and regulatory reviews incident to our business; the possibility of decline in purchases from few large customers of the Contractor segment; variations in activity in the construction and automotive industries; and natural disasters. Please refer to Item 1A of our Annual Report on Form 10-K for fiscal year 2014 (and most recent Form 10-Q) for a more comprehensive discussion of these and other risk factors. These reports are available on the Company's website at <a href="https://www.sec.gov">www.sec.gov</a>. Shareholders, potential investors and other readers are urged to consider these factors in evaluating forward-looking statements and are cautioned not to place undue reliance on such forward-looking statements.

Investors should realize that factors other than those identified above and in Item 1A might prove important to the Company's future results. It is not possible for management to identify each and every factor that may have an impact on the Company's operations in the future as new factors can develop from time to time.

#### **Conference Call**

Graco management will hold a conference call, including slides via webcast, with analysts and institutional investors on Thursday, April 23, 2015, at 10:00 a.m. CT, 11:00 a.m. ET, to discuss Graco's first quarter results.

A real-time webcast of the conference call will be broadcast live over the Internet. Individuals wanting to listen and view slides can access the call at the Company's website at <a href="www.graco.com/ir">www.graco.com/ir</a>. Listeners should go to the website at least 15 minutes prior to the live conference call to install any necessary audio software.

For those unable to listen to the live event, a replay will be available soon after the conference call at Graco's website, or by telephone beginning at approximately 1:00 p.m. CT on April 23, 2015, by dialing 888-203-1112, Conference ID #1366681, if calling within the U.S. or Canada. The dial-in number for international participants is 719-457-0820, with the same Conference ID #. The replay by telephone will be available through April 27, 2015.

Graco Inc. supplies technology and expertise for the management of fluids and coatings in both industrial and commercial applications. It designs, manufactures and markets systems and equipment to move, measure, control, dispense and spray fluid and powder materials. A recognized leader in its specialties, Minneapolis-based Graco serves customers around the world in the manufacturing, processing, construction and maintenance industries. For additional information about Graco Inc., please visit us at <a href="https://www.graco.com/ir">www.graco.com/ir</a>.

# GRACO INC. AND SUBSIDIARIES Consolidated Statement of Earnings (Unaudited)

	Thirteen Weeks Ended	
(in thousands, except per share amounts)	March 27,	March 28,
	2015	2014
Net Sales	\$ 306,453	\$ 289,962
Cost of products sold	144,324	130,650
Gross Profit	162,129	159,312
Product development	15,290	13,159
Selling, marketing and distribution	51,424	46,342
General and administrative	30,184	25,106
Operating Earnings	65,231	74,705
Interest expense	5,303	4,588
Held separate investment (income), net	(29,523)	(3,675)
Other expense (income), net	710	247
	88,741	73,545
Income taxes	19,900	22,800
	\$ 68,841	\$ 50,745
Net Earnings per Common Share	<del></del>	<del></del>
Basic	\$ 1.17	\$ 0.83
Diluted	\$ 1.14	\$ 0.81
Weighted Average Number of Shares	Ψ 1.1.	Ψ 0.01
Basic	58,981	60,822
Diluted	60,465	62,438
Segment Information (Unaudited)		
	Thirteen Weeks Ended	
	March 27,	March 28,
	2015	2014
Net Sales		
Industrial	\$ 143,266	\$ 152,046
Process	67,681	53,010
Contractor	95,506	84,906
Total	\$ 306,453	\$ 289,962
Operating Earnings		<del></del>
Industrial	\$ 42,940	\$ 49,105
Process	10,498	12,643
Contractor	19,375	18,250
Unallocated corporate (expense)	(7,582)	(5,293)
Total	\$ 65,231	\$ 74,705

All figures are subject to audit and adjustment at the end of the fiscal year.

The consolidated Balance Sheets, Consolidated Statements of Cash Flows and Management's Discussion and Analysis are available in our Quarterly Report on Form 10-Q on our website at <a href="www.graco.com/ir">www.graco.com/ir</a>.