# 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 September 28, 2012
Commission File Number: 001-09249
GRACO INC.
(Exact name of registrant as specified in its charter)

| $\frac{\text { Minnesota }}{\text { (State of incorporation) }}$ | ${$$41-0285640$ <br> ${ } \text { Avenue N.E. }$$} }$ |
| :---: | :---: |
| Minneapolis, Minnesota |  |
| (I.R.S. Employer Identification Number) |  |
| (Address of principal executive offices) |  |\(} <br>

{\hline \frac{55413}{(Zip Code)}} \end{array}\)
(612) 623-6000
(Registrant's telephone number, including area code)
Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months, and (2) has been subject to such filing requirements for the past 90 days.

$$
\text { Yes } \begin{aligned}
& \mathrm{X} \\
& \hline
\end{aligned}
$$

Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T during the preceding 12 months (or such shorter period that the registrant was required to submit and post such files).

$$
\text { Yes } \mathrm{X} \quad \text { No }
$$

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, or a smaller reporting company. See the definitions of "large accelerated filer," "accelerated filer" and "smaller reporting company" in Rule 12b-2 of the Exchange Act.

| Large Accelerated Filer | $X$ | Accelerated Filer <br> Non-accelerated Filer$\quad$Smaller reporting company |
| :--- | :--- | :--- |

Indicate by check mark whether the registrant is a shell company (as defined in Rule $12 \mathrm{~b}-2$ of the Exchange Act).
Yes $\qquad$ No X
$60,673,000$ shares of the Registrant's Common Stock, $\$ 1.00$ par value, were outstanding as of October 18, 2012.

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## PART I

## GRACO INC. AND SUBSIDIARIES

CONSOLIDATED STATEMENTS OF EARNINGS
(Unaudited) (In thousands except per share amounts)

|  | Thirteen Weeks Ended |  |  |  | Thirty-nine Weeks Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | $\begin{aligned} & \text { Sep 28, } \\ & 2012 \end{aligned}$ | $\begin{gathered} \hline \text { Sep 30, } \\ 2011 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { Sep 28, } \\ 2012 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { Sep 30, } \\ 2011 \\ \hline \end{gathered}$ |  |
| Net Sales | \$ | 256,472 | \$ | 227,347 |  | 758,778 | \$ | 679,689 |
| Cost of products sold |  | 116,539 |  | 100,998 |  | 347,136 |  | 296,497 |
| Gross Profit |  | 139,933 |  | 126,349 |  | 411,642 |  | 383,192 |
| Product development |  | 12,485 |  | 10,423 |  | 36,625 |  | 30,708 |
| Selling, marketing and distribution |  | 41,230 |  | 36,673 |  | 121,803 |  | 113,738 |
| General and administrative |  | 29,887 |  | 22,451 |  | 86,439 |  | 66,620 |
| Operating Earnings |  | 56,331 |  | 56,802 |  | 166,775 |  | 172,126 |
| Interest expense |  | 5,233 |  | 3,125 |  | 14,281 |  | 5,473 |
| Other expense (income), net |  | $(3,233)$ |  | 325 |  | $(6,170)$ |  | 649 |
| Earnings Before Income Taxes |  | 54,331 |  | 53,352 |  | 158,664 |  | 166,004 |
| Income taxes |  | 17,200 |  | 16,800 |  | 51,800 |  | 54,100 |
| Net Earnings | \$ | 37,131 | \$ | 36,552 |  | 106,864 |  | 111,904 |

Per Common Share

| Basic net earnings | $\$$ | 0.61 | $\$$ | 0.60 | $\$$ | 1.77 | $\$$ | 1.85 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| Diluted net earnings | $\$$ | 0.60 | $\$$ | 0.60 | $\$$ | 1.73 | $\$$ | 1.82 |
| Cash dividends declared | $\$$ | 0.23 | $\$$ | 0.21 | $\$$ | 0.68 | $\$$ | 0.63 |

See notes to consolidated financial statements.
CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME
(Unaudited) (In thousands)

|  | Thirteen Weeks Ended |  |  |  | Thirty-nine Weeks Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { Sep 28, } \\ 2012 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { Sep 30, } \\ 2011 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { Sep 28, } \\ 2012 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { Sep 30, } \\ 2011 \end{gathered}$ |  |
| Net Earnings | \$ | 37,131 | \$ | 36,552 | \$ | 106,864 | \$ | 111,904 |
| Other comprehensive income (loss) |  |  |  |  |  |  |  |  |
| Cumulative translation adjustment |  | 3,440 |  | - |  | $(6,018)$ |  |  |
| Pension and postretirement medical liability adjustment |  | 2,394 |  | 1,525 |  | 7,203 |  | 4,317 |
| Gain (loss) on interest rate hedge contracts |  | - |  |  |  |  |  | 454 |
| Income taxes |  | (862) |  | (559) |  | $(2,593)$ |  | $(1,762)$ |
| Other comprehensive income (loss) |  | 4,972 |  | 966 |  | $(1,408)$ |  | 3,009 |
| Comprehensive Income | \$ | 42,103 | \$ | 37,518 | \$ | 105,456 | \$ | 114,913 |

See notes to consolidated financial statements.

## GRACO INC. AND SUBSIDIARIES CONSOLIDATED BALANCE SHEETS

## (Unaudited)

(In thousands)

|  | $\begin{gathered} \text { Sep 28, } \\ 2012 \end{gathered}$ |  | $\begin{gathered} \text { Dec 30, } \\ 2011 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: |
| ASSETS |  |  |  |  |
| Current Assets |  |  |  |  |
| Cash and cash equivalents | \$ | 27,315 |  | 303,150 |
| Accounts receivable, less allowances of \$5,900 and \$5,500 |  | 174,939 |  | 150,912 |
| Inventories |  | 120,586 |  | 105,347 |
| Deferred income taxes |  | 20,229 |  | 17,674 |
| Investment in businesses held separate |  | 426,813 |  | - |
| Other current assets |  | 6,124 |  | 5,887 |
| Total current assets |  | 776,006 |  | 582,970 |
| Property, Plant and Equipment |  |  |  |  |
| Cost |  | 385,025 |  | 358,235 |
| Accumulated depreciation |  | $(232,159)$ |  | $(219,987)$ |
| Property, plant and equipment, net |  | 152,866 |  | 138,248 |
| Goodwill |  | 171,883 |  | 93,400 |
| Other Intangible Assets, net |  | 154,697 |  | 18,118 |
| Deferred Income Taxes |  | 30,001 |  | 29,752 |
| Other Assets |  | 14,515 |  | 11,821 |
| Total Assets | \$ | 1,299,968 |  | 874,309 |
| LIABILITIES AND SHAREHOLDERS' EQUITY |  |  |  |  |
| Current Liabilities |  |  |  |  |
| Notes payable to banks | \$ | 7,611 |  | 8,658 |
| Trade accounts payable |  | 28,587 |  | 27,402 |
| Salaries and incentives |  | 31,455 |  | 32,181 |
| Dividends payable |  | 13,634 |  | 13,445 |
| Other current liabilities |  | 62,511 |  | 49,596 |
| Total current liabilities |  | 143,798 |  | 131,282 |
| Long-term Debt |  | 589,620 |  | 300,000 |
| Retirement Benefits and Deferred Compensation |  | 121,314 |  | 120,287 |
| Deferred Income Taxes |  | 17,755 |  | - |
| Shareholders' Equity |  |  |  |  |
| Common stock |  | 60,669 |  | 59,747 |
| Additional paid-in-capital |  | 281,822 |  | 242,007 |
| Retained earnings |  | 162,880 |  | 97,467 |
| Accumulated other comprehensive income (loss) |  | $(77,890)$ |  | $(76,481)$ |
| Total shareholders' equity |  | 427,481 |  | 322,740 |
| Total Liabilities and Shareholders' Equity | \$ | 1,299,968 |  | 874,309 |

See notes to consolidated financial statements.

## GRACO INC. AND SUBSIDIARIES

 CONSOLIDATED STATEMENTS OF CASH FLOWS(Unaudited) (In thousands)

|  | Thirty-nine Weeks Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { Sep 28, } \\ 2012 \end{gathered}$ |  | $\begin{gathered} \hline \text { Sep 30, } \\ 2011 \end{gathered}$ |  |
| Cash Flows From Operating Activities |  |  |  |  |
| Net Earnings | \$ | 106,864 | \$ | 111,904 |
| Adjustments to reconcile net earnings to net cash provided by operating activities |  |  |  |  |
| Depreciation and amortization |  | 28,444 |  | 26,308 |
| Deferred income taxes |  | $(4,663)$ |  | $(2,494)$ |
| Share-based compensation |  | 10,035 |  | 8,821 |
| Excess tax benefit related to share-based payment arrangements |  | $(3,300)$ |  | $(1,800)$ |
| Change in |  |  |  |  |
| Accounts receivable |  | $(5,517)$ |  | $(31,852)$ |
| Inventories |  | 6,580 |  | $(19,790)$ |
| Trade accounts payable |  | $(1,203)$ |  | 7,085 |
| Salaries and incentives |  | $(6,675)$ |  | $(6,420)$ |
| Retirement benefits and deferred compensation |  | 746 |  | 5,400 |
| Other accrued liabilities |  | (781) |  | 6,327 |
| Other |  | 1,471 |  | 5,281 |
| Net cash provided by operating activities |  | 132,001 |  | 108,770 |
| Cash Flows From Investing Activities |  |  |  |  |
| Property, plant and equipment additions |  | $(13,780)$ |  | $(17,334)$ |
| Proceeds from sale of property, plant and equipment |  | 212 |  | 211 |
| Acquisition of businesses, net of cash acquired |  | $(240,068)$ |  | $(2,139)$ |
| Investment in businesses held separate |  | $(426,813)$ |  | - |
| Investment in life insurance |  | - |  | $(1,499)$ |
| Capitalized software and other intangible asset additions |  | $(2,328)$ |  | (534) |
| Net cash used in investing activities |  | $(682,777)$ |  | $(21,295)$ |
| Cash Flows From Financing Activities |  |  |  |  |
| Borrowings on short-term lines of credit |  | 11,465 |  | 15,550 |
| Payments on short-term lines of credit |  | $(12,581)$ |  | $(15,737)$ |
| Borrowings on long-term notes and line of credit |  | 546,220 |  | 402,175 |
| Payments on long-term line of credit |  | $(256,600)$ |  | $(172,430)$ |
| Payments of debt issuance costs |  | $(1,921)$ |  | $(1,131)$ |
| Excess tax benefit related to share-based payment arrangements |  | 3,300 |  | 1,800 |
| Common stock issued |  | 27,057 |  | 20,563 |
| Common stock repurchased |  | (682) |  | $(35,250)$ |
| Cash dividends paid |  | $(40,654)$ |  | $(38,116)$ |
| Net cash provided by (used in) financing activities |  | 275,604 |  | 177,424 |
| Effect of exchange rate changes on cash |  | (663) |  | 342 |
| Net increase (decrease) in cash and cash equivalents |  | $(275,835)$ |  | 265,241 |
| Cash and cash equivalents |  |  |  |  |
| Beginning of year |  | 303,150 |  | 9,591 |
| End of period | \$ | 27,315 | \$ | 274,832 |

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 September 28, 2012 and the related statements of earnings for the thirteen and thirty-nine weeks ended September 28, 2012 and September 30, 2011, and cash flows for the thirty-nine weeks ended September 28, 2012 and September 30, 2011 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 Graco Inc. and Subsidiaries as of September 28, 2012, 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 2011 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 |  |  | Thirty-nine Weeks Ended |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { Sep 28, } \\ 2012 \\ \hline \end{gathered}$ |  | $\begin{aligned} & \text { Sep 30, } \\ & 2011 \end{aligned}$ | $\begin{gathered} \hline \text { Sep 28, } \\ 2012 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { Sep 30, } \\ 2011 \\ \hline \end{gathered}$ |
| Net earnings available to common shareholders | \$ 37,131 | \$ | 36,552 | \$ 106,864 |  | 111,904 |
| Weighted average shares outstanding for basic earnings per share | 60,570 |  | 60,430 | 60,369 |  | 60,474 |
| Dilutive effect of stock options computed using the treasury stock method and the average market price | 1,208 |  | 985 | 1,271 |  | 1,141 |
| Weighted average shares outstanding for diluted earnings per share | 61,778 |  | 61,415 | 61,640 |  | 61,615 |
| Basic earnings per share | \$ 0.61 | \$ | 0.60 | \$ 1.77 |  | 1.85 |
| Diluted earnings per share | \$ 0.60 | \$ | 0.60 | \$ 1.73 | \$ | 1.82 |

Stock options to purchase 945,000 and 1,161,000 shares were not included in the September 28, 2012 and September 30, 2011 computations of diluted earnings per share, respectively, because they would have been anti-dilutive.
3. Information on option shares outstanding and option activity for the thirty-nine weeks ended September 28, 2012 is shown below (in thousands, except per share amounts):

|  | Option <br> Shares | Weighted Average Exercise Price |  | Options Exercisable | Weighted Average ExercisePrice |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Outstanding, December 30, 2011 | 5,478 | \$ | 32.12 | 3,211 | \$ | 32.27 |
| Granted | 564 |  | 50.32 |  |  |  |
| Exercised | (695) |  | 27.06 |  |  |  |
| Canceled | (44) |  | 34.95 |  |  |  |
| Outstanding, September 28, 2012 | 5,303 | \$ | 34.70 | 3,302 | \$ | 32.81 |

The Company recognized year-to-date share-based compensation of $\$ 10.0$ million in 2012 and $\$ 8.8$ million in 2011. As of September 28, 2012, there was $\$ 10.2$ 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:

|  | Thirty-nine Weeks Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  | $\begin{gathered} \hline \text { Sep 28, } \\ 2012 \end{gathered}$ |  | $\begin{gathered} \text { Sep 30, } \\ 2011 \end{gathered}$ |
| Expected life in years |  | 6.5 |  | 6.5 |
| Interest rate |  | 1.3 \% |  | 2.8 \% |
| Volatility |  | 36.6 \% |  | 33.7 \% |
| Dividend yield |  | 1.8 \% |  | 2.0 \% |
| Weighted average fair value per share | \$ | 15.61 | \$ | 13.35 |

Under the Company's Employee Stock Purchase Plan, the Company issued 239,000 shares in 2012 and 313,000 shares in 2011. 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:

|  | Thirty-nine Weeks Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  | $\begin{gathered} \text { Sep 28, } \\ 2012 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { Sep 30, } \\ 2011 \end{gathered}$ |
| Expected life in years |  | 1.0 |  | 1.0 |
| Interest rate |  | 0.2 \% |  | 0.3 \% |
| Volatility |  | 40.6 \% |  | 27.8 \% |
| Dividend yield |  | 1.7 \% |  | 2.1 \% |
| Weighted average fair value per share | \$ | 15.58 | \$ | 10.05 |

In May 2012, the Company granted 6,000 Restricted Share Units to a key employee that will vest on the third anniversary of the date of grant. The market value of the units at the date of grant will be charged to operations over the vesting period. The expense related to this arrangement is not significant.
4. The components of net periodic benefit cost for retirement benefit plans were as follows (in thousands):

|  | Thirteen Weeks Ended |  |  |  | Thirty-nine Weeks Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { Sep 28, } \\ 2012 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { Sep 30, } \\ 2011 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { Sep 28, } \\ 2012 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { Sep 30, } \\ 2011 \end{gathered}$ |  |
| Pension Benefits |  |  |  |  |  |  |  |  |
| Service cost | \$ | 1,565 | \$ | 865 | \$ | 4,579 | \$ | 3,330 |
| Interest cost |  | 3,458 |  | 3,076 |  | 10,256 |  | 9,816 |
| Expected return on assets |  | $(4,188)$ |  | $(3,852)$ |  | $(11,872)$ |  | 1,852) |
| Amortization and other |  | 2,918 |  | 1,524 |  | 8,413 |  | 4,470 |
| Net periodic benefit cost | \$ | 3,753 | \$ | 1,613 | \$ | 11,376 | \$ | 5,764 |
| Postretirement Medical |  |  |  |  |  |  |  |  |
| Service cost | \$ | 167 | \$ | 202 | \$ | 442 | \$ | 452 |
| Interest cost |  | 240 |  | 264 |  | 740 |  | 914 |
| Amortization |  | (122) |  | (68) |  | (197) |  | (68) |
| Net periodic benefit cost | \$ | 285 | \$ | 398 | \$ | 985 | \$ | 1,298 |

5. Components of accumulated other comprehensive income (loss) were (in thousands):

|  | $\begin{gathered} \text { Sep 28, } \\ 2012 \end{gathered}$ |  | $\begin{gathered} \text { Dec 30, } \\ 2011 \\ \hline \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: |
| Pension and postretirement medical liability adjustment | \$ | $(71,049)$ | \$ | $(75,658)$ |
| Cumulative translation adjustment |  | $(6,841)$ |  | (823) |
| Total | \$ | $(77,890)$ | \$ | $(76,481)$ |

The functional currency of certain subsidiaries related to businesses acquired in April 2012, is the local currency. Accordingly, adjustments resulting from the translation of those subsidiaries' financial statements into U.S. dollars are charged or credited to accumulated other comprehensive income (loss).
6. The Company has three reportable segments: Industrial, Contractor and Lubrication. Sales and operating earnings by segment for the thirteen and thirty-nine weeks ended September 28, 2012 and September 30, 2011 were as follows (in thousands):

|  | Thirteen Weeks Ended |  |  |  | Thirty-nine Weeks Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { Sep 28, } \\ 2012 \end{gathered}$ |  | $\begin{gathered} \hline \text { Sep 30, } \\ 2011 \end{gathered}$ |  | $\begin{gathered} \text { Sep 28, } \\ 2012 \end{gathered}$ |  | $\begin{gathered} \text { Sep 30, } \\ 2011 \end{gathered}$ |  |
| Net Sales |  |  |  |  |  |  |  |  |
| Industrial | \$ | 154,704 | \$ | 124,502 | \$ | 447,027 | \$ | 376,636 |
| Contractor |  | 74,851 |  | 77,757 |  | 228,943 |  | 228,664 |
| Lubrication |  | 26,917 |  | 25,088 |  | 82,808 |  | 74,389 |
| Total | \$ | 256,472 | \$ | 227,347 | \$ | 758,778 | \$ | 679,689 |
| Operating Earnings |  |  |  |  |  |  |  |  |
| Industrial | \$ | 47,162 | \$ | 42,632 | \$ | 138,646 | \$ | 132,996 |
| Contractor |  | 12,835 |  | 16,700 |  | 43,339 |  | 44,239 |
| Lubrication |  | 5,356 |  | 4,380 |  | 16,988 |  | 13,652 |
| Unallocated corporate (expense) |  | $(9,022)$ |  | $(6,910)$ |  | $(32,198)$ |  | $(18,761)$ |
| Total | \$ | 56,331 | \$ | 56,802 | \$ | 166,775 | \$ | 172,126 |

Unallocated corporate includes acquisition-related expenses of $\$ 4$ million for the quarter and $\$ 15$ million year-to-date in 2012 and $\$ 3$ million for the quarter and $\$ 6$ million year-to-date in 2011.

Assets by segment were as follows (in thousands):

|  | $\begin{gathered} \text { Sep 28, } \\ 2012 \end{gathered}$ |  | $\begin{gathered} \text { Dec 30, } \\ 2011 \\ \hline \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: |
| Industrial | \$ | 562,736 | \$ | 302,805 |
| Contractor |  | 150,788 |  | 146,556 |
| Lubrication |  | 85,181 |  | 91,137 |
| Unallocated corporate |  | 501,263 |  | 333,811 |
| Total | \$ | 1,299,968 | \$ | 874,309 |

Unallocated corporate in 2012 includes $\$ 427$ million of investment in businesses held separate (see note 12).

Geographic information follows (in thousands):

|  | Thirteen Weeks Ended |  |  |  | Thirty-nine Weeks Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { Sep 28, } \\ 2012 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { Sep 30, } \\ 2011 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { Sep 28, } \\ 2012 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { Sep 30, } \\ 2011 \end{gathered}$ |  |
| Net sales |  |  |  |  |  |  |  |  |
| (based on customer location) |  |  |  |  |  |  |  |  |
| United States | \$ | 111,426 | \$ | 102,750 | \$ | 332,048 | \$ | 303,565 |
| Other countries |  | 145,046 |  | 124,597 |  | 426,730 |  | 376,124 |
| Total | \$ | 256,472 | \$ | 227,347 | \$ | 758,778 | \$ | 679,689 |


|  | $\begin{gathered} \text { Sep 28, } \\ 2012 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { Dec 30, } \\ 2011 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: |
| Long-lived assets |  |  |  |  |
| United States | \$ | 120,744 | \$ | 120,119 |
| Other countries |  | 32,122 |  | 18,129 |
| Total | \$ | 152,866 | \$ | 138,248 |

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

|  | $\begin{gathered} \text { Sep 28, } \\ 2012 \end{gathered}$ |  | $\begin{gathered} \text { Dec } 30 \\ 2011 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: |
| Finished products and components | \$ | 58,020 | \$ | 51,943 |
| Products and components in various stages of completion |  | 42,659 |  | 39,268 |
| Raw materials and purchased components |  | 60,482 |  | 54,561 |
|  |  | 161,161 |  | 145,772 |
| Reduction to LIFO cost |  | $(40,575)$ |  | $(40,425)$ |
| Total | \$ | 120,586 | \$ | 105,347 |

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

|  | Estimated Life (years) |  | Original Cost | Accumulated Amortization |  | Foreign Currency Translation |  | Book Value |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| September 28, 2012 |  |  |  |  |  |  |  |  |  |
| Customer relationships | 2-14 | \$ | 144,600 | \$ | $(38,886)$ | \$ | $(3,505)$ | \$ | 102,209 |
| Patents, proprietary technology and product documentation | 3-11 |  | 24,368 |  | $(12,452)$ |  | (85) |  | 11,831 |
| Trademarks, trade names and other | 1-5 |  | 1,685 |  | $(1,608)$ |  | - |  | 77 |
|  |  |  | 170,653 |  | $(52,946)$ |  | $(3,590)$ |  | 114,117 |
| Not Subject to Amortization: |  |  |  |  |  |  |  |  |  |
| Brand names |  |  | 40,580 |  | - |  | - |  | 40,580 |
| Total |  | \$ | 211,233 | \$ | $(52,946)$ | \$ | $(3,590)$ | \$ | 154,697 |
| December 30, 2011 |  |  |  |  |  |  |  |  |  |
| Customer relationships | 2-8 | \$ | 40,925 | \$ | $(30,788)$ | \$ | (181) | \$ | 9,956 |
| Patents, proprietary technology and product documentation | 3-10 |  | 14,668 |  | $(10,570)$ |  | (87) |  | 4,011 |
| Trademarks, trade names and other | 2-3 |  | 6,140 |  | $(5,169)$ |  | - |  | 971 |
|  |  |  | 61,733 |  | $(46,527)$ |  | (268) |  | 14,938 |
| Not Subject to Amortization: |  |  |  |  |  |  |  |  |  |
| Brand names |  |  | 3,180 |  | - |  | - |  | 3,180 |
| Total |  | \$ | 64,913 | \$ | $(46,527)$ | \$ | (268) | \$ | 18,118 |

Amortization of intangibles for the quarter was $\$ 4.1$ million in 2012 and $\$ 2.6$ million in 2011, and for the year-to-date was $\$ 11.0$ million in 2012 and $\$ 8.4$ million in 2011. Estimated annual amortization expense is as follows: $\$ 15.0$ million in 2012, $\$ 12.4$ million in 2013 , $\$ 9.1$ million in $2014, \$ 8.6$ million in $2015, \$ 8.3$ million in 2016 and $\$ 71.7$ million thereafter.

Changes in the carrying amount of goodwill in 2012 were as follows (in thousands):

| Beginning balance | 93,400 |
| :--- | ---: | ---: |
| Additions from business acquisitions | 81,110 |
| Foreign currency translation | $(2,627)$ |
| Ending balance | $\$ 171,883$ |

See note 12 for information on a significant business acquisition that added goodwill and other identifiable intangible assets to the Industrial segment in 2012.
9. Components of other current liabilities were (in thousands):

|  | $\begin{gathered} \text { Sep 28, } \\ 2012 \end{gathered}$ |  | $\begin{gathered} \text { Dec 30, } \\ 2011 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: |
| Accrued self-insurance retentions | \$ | 7,011 | \$ | 6,563 |
| Accrued warranty and service liabilities |  | 7,938 |  | 6,709 |
| Accrued trade promotions |  | 4,856 |  | 5,852 |
| Payable for employee stock purchases |  | 5,329 |  | 6,607 |
| Customer advances and deferred revenue |  | 9,556 |  | 280 |
| Income taxes payable |  | 1,554 |  | 2,689 |
| Other |  | 26,267 |  | 20,896 |
| Total other current liabilities | \$ | 62,511 | \$ | 49,596 |

Increases in customer advances and deferred revenue and in other are related to business acquisitions (see note 12).

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):

|  | Thirty-nine Weeks Ended Sep 28, 2012 |  | $\begin{aligned} & \text { Year Ended } \\ & \text { Dec } 30 \text {, } \\ & 2011 \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: |
| Balance, beginning of year | \$ | 6,709 | \$ | 6,862 |
| Assumed in business acquisition |  | 1,121 |  |  |
| Charged to expense |  | 4,647 |  | 5,110 |
| Margin on parts sales reversed |  | 1,709 |  | 2,676 |
| Reductions for claims settled |  | $(6,248)$ |  | $(7,939)$ |
| Balance, end of period | \$ | 7,938 | \$ | 6,709 |

10. The Company accounts for all derivatives, including those embedded in other contracts, as either assets or liabilities and measures those financial instruments at fair value. The accounting for changes in the fair value of derivatives depends on their intended use and designation.

As part of its risk management program, the Company may periodically use forward exchange contracts and interest rate swaps to manage known market exposures. Terms of derivative instruments are structured to match the terms of the risk being managed and are generally held to maturity. The Company does not hold or issue derivative financial instruments for trading purposes. All other contracts that contain provisions meeting the definition of a derivative also meet the requirements of, and have been designated as, normal purchases or sales. The Company's policy is to not enter into contracts with terms that cannot be designated as normal purchases or sales.

The Company periodically evaluates its monetary asset and liability positions denominated in foreign currencies. The Company enters into forward contracts or options, or borrows in various currencies, in order to hedge its net monetary positions. These instruments are recorded at current market values and the gains and losses are included in other expense (income), net. The notional amount of contracts outstanding as of September 28, 2012 totaled $\$ 26$ million. The Company believes it uses strong financial counterparts in these transactions and that the resulting credit risk under these hedging strategies is not significant.

The Company uses significant other observable inputs to value the derivative instruments used to hedge interest rate volatility and net monetary positions, including reference to market prices and financial models that incorporate relevant market assumptions. The fair market value and balance sheet classification of such instruments follows (in thousands):

|  | Balance Sheet <br> Classification |  | Sep 28, <br> 2012 |  | Dec 30, <br> 2011 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| Gain (loss) on foreign currency forward <br> contracts <br> Gains |  |  |  |  |  |
| Losses |  | $\$$ | 132 |  |  |

11. On March 27, 2012, the Company's $\$ 250$ million credit agreement was terminated in connection with the execution of an amendment to a new unsecured revolving credit agreement. The new credit agreement is with a syndicate of lenders and expires in March 2017. It provides up to $\$ 450$ million of committed credit, available for general corporate purposes, working capital needs, share repurchases and acquisitions. The Company may borrow up to $\$ 50$ million under the swingline portion of the facility for daily working capital needs.

Loans denominated in U.S. Dollars bear interest, at the Company's option, at either a base rate or a LIBORbased rate. Loans denominated in currencies other than U.S. Dollars bear interest at a LIBOR-based rate. The base rate is an annual rate equal to a margin ranging from $0 \%$ to $1 \%$, depending on the Company's cash flow leverage ratio (debt to earnings before interest, taxes, depreciation, amortization and extraordinary, nonoperating or non-cash charges and expenses), plus the highest of (i) the bank's prime rate, (ii) the federal funds rate plus $0.5 \%$ or (iii) one-month LIBOR plus $1.5 \%$. In general, LIBOR-based loans bear interest at LIBOR plus $1 \%$ to $2 \%$, depending on the Company's cash flow leverage ratio. The Company is also required to pay a fee on the undrawn amount of the loan commitment at an annual rate ranging from 0.15 percent to 0.40 percent, depending on the Company's cash flow leverage ratio.

In 2011, the Company entered into a note agreement and sold $\$ 300$ million of unsecured notes with maturities ranging from 2018 to 2026. The notes have a carrying amount of $\$ 300$ million and an estimated fair value of $\$ 330$ million as of September 28, 2012. The Company uses significant other observable inputs to estimate fair value 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.

The Company's debt agreements require the Company to maintain certain financial ratios as to cash flow leverage and interest coverage. The Company is in compliance with all financial covenants of its debt agreements.
12. On April 2, 2012, the Company completed the purchase of the finishing businesses of Illinois Tool Works Inc. (the "ITW Finishing Group"), first announced in April 2011. The acquisition includes powder and liquid finishing equipment operations, technologies and brands. In powder finishing, Graco acquired the Gema ${ }^{\circledR}$ businesses (the "Powder Finishing" business). Gema is a global leader in powder coating technology, a market in which Graco had no previous product offerings, with global manufacturing and distribution capabilities. Results of the Powder Finishing business, including sales of $\$ 62$ million and net operating earnings of $\$ 4.1$ million, have been included in the Industrial segment since the date of acquisition. In liquid finishing, Graco acquired the Binks ${ }^{\circledR}$ spray finishing equipment businesses, DeVilbiss ${ }^{\circledR}$ spray guns and accessories businesses, Ransburg ${ }^{\circledR}$ electrostatic equipment and accessories businesses, and BGK curing technology businesses (collectively known as the "Liquid Finishing" business or the "Hold Separate" business).

Sales of the ITW Finishing Group were $\$ 375$ million in 2011, of which Powder Finishing contributed approximately one-third and Liquid Finishing contributed approximately two-thirds. Acquisition-related expenses are included in general and administrative expense in the Company's consolidated statements of earnings, and totaled $\$ 8$ million for the year 2011 and $\$ 15$ million for 2012 year-to-date.

In December 2011, the United States Federal Trade Commission ("FTC") filed a formal complaint to challenge the proposed acquisition on the grounds that the addition of the Liquid Finishing business to Graco would be anti-competitive, a position which Graco denied. In March 2012, the FTC issued an order (the "Hold Separate Order") that allowed the acquisition to proceed to closing on April 2, 2012, subject to certain conditions, while it evaluated a settlement proposal from Graco. Pursuant to the Hold Separate Order, the Liquid Finishing business was to be held separate from the rest of Graco's businesses until the FTC determined which portions of the Liquid Finishing business Graco must divest.

In May 2012, the FTC issued a proposed decision and order (the "Decision and Order") which requires Graco to sell the Liquid Finishing business assets, including business activities related to the development, manufacture, and sale of products under the Binks, DeVilbiss, Ransburg and BGK brand names, no later than 180 days from the date the order becomes final. The FTC has not yet issued its final Decision and Order.

The Company has retained the services of an investment bank to help it market the Liquid Finishing business and identify potential buyers. While it seeks a buyer, Graco must continue to hold the Liquid Finishing business assets separate from its other businesses and maintain them as viable and competitive. In accordance with the Hold Separate Order, the Liquid Finishing business is managed independently by experienced Liquid Finishing business managers, under the supervision of a trustee appointed by the FTC, who reports directly to the FTC.

The Hold Separate Order requires the Company to provide sufficient resources to maintain the viability, competitiveness and marketability of the Liquid Finishing business, including general funds, capital, working capital and reimbursement of losses. To the extent that the Liquid Finishing business generates funds in excess of financial
resources needed, the Company has access to such funds consistent with practices in place prior to the acquisition.

As a result of the Hold Separate Order, the Company does not have the power to direct the activities of the Liquid Finishing businesses that most significantly impact the economic performance of those businesses. Therefore, the Company has determined that the Liquid Finishing businesses are variable interest entities for which the Company is not the primary beneficiary, and that they should not be consolidated. Under terms of the Hold Separate Order, the Company does not have a controlling interest in the Liquid Finishing business, nor is it able to exert significant influence over the Liquid Finishing business. Consequently, the Company's investment in the shares of the Liquid Finishing business, totaling $\$ 427$ million, has been reflected as a costmethod investment on our Consolidated Balance Sheet as of September 28, 2012, and its results of operations have not been consolidated with those of the Company. The Company's maximum exposure to loss as a result of its involvement with the Liquid Finishing business would include the entirety of its investment of $\$ 427$ million and reimbursement of losses of the operations of the Liquid Finishing business in accordance with the Hold Separate Order, which cannot be quantified. The operating earnings of the Liquid Finishing business total \$28 million since the date of acquisition, and no additional financial resources were required to be funded by the Company. As a cost-method investment, income is recognized based on dividends received from current earnings of Liquid Finishing. Dividends of $\$ 4$ million received in the third quarter and $\$ 8$ million received year-to-date are included in other expense (income) on the Consolidated Statements of Earnings for the periods ended September 28, 2012. The Company will evaluate its cost-method investment for other-than-temporary impairment at each reporting period. As of September 28, 2012, the Company evaluated its investment in Liquid Finishing and determined that there is no impairment.

Sales and operating earnings of the Liquid Finishing business were as follows (in thousands):

|  | Thirteen Weeks Ended |  |  |  | Thirty-nine Weeks Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { Sep 28, } \\ 2012 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { Sep 30, } \\ 2011 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { Sep 28, } \\ 2012 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { Sep 30, } \\ 2011 \\ \hline \end{gathered}$ |  |
| Net Sales | \$ | 69,554 | \$ | 67,443 | \$ | 206,061 | \$ | 195,635 |
| Operating Earnings |  | 15,379 |  | 13,072 |  | 40,314 |  | 36,923 |

The Company transferred cash purchase consideration of $\$ 660$ million to the seller on April 2, 2012. In July 2012, the Company transferred additional cash purchase consideration of $\$ 8$ million, representing the difference between cash balances acquired and the amount estimated at the time of closing. The purchase consideration was allocated to assets acquired and liabilities assumed based on estimated fair values as follows (in thousands):

| Cash and cash equivalents | 6,007 |
| :--- | ---: |
| Accounts receivable | 17,835 |
| Inventories | 21,733 |
| Other current assets | 2,534 |
| Property, plant and equipment | 18,359 |
| Other non-current assets | 50 |
| Identifiable intangible assets | 150,500 |
| Goodwill | 78,122 |
| Total assets acquired | 295,140 |
| Current liabilities assumed | $(27,434)$ |
| Non-current liabilities assumed | $(7,984)$ |
| Deferred income taxes | $(18,171)$ |
| Net assets acquired, Powder Finishing | 241,551 |
| Investment in businesses held separate | 426,813 |
| Total purchase consideration | $\$$ |

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

|  |  |  | Estimated <br> Life (years) |
| :---: | :---: | :---: | :---: |
| Customer relationships | \$ | 103,500 | 14 |
| Developed technology |  | 9,600 | 11 |
| Trade names |  | 37,400 | Indefinite |
| Total identifiable intangible assets | \$ | 150,500 |  |

The following pro forma information reflects the combined results of Graco and Powder Finishing operations as if the acquisition had occurred at the beginning of 2011 (in thousands, except per share amounts):

|  | Thirteen Weeks Ended |  |  |  | Thirty-nine Weeks Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { Sep 28, } \\ 2012 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { Sep 30, } \\ 2011 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { Sep 28, } \\ 2012 \end{gathered}$ |  | $\begin{gathered} \text { Sep 30, } \\ 2011 \end{gathered}$ |  |
| Net Sales | \$ | 256,472 | \$ | 265,681 | \$ | 789,023 | \$ | 776,463 |
| Operating Earnings |  | 59,916 |  | 65,205 |  | 191,005 |  | 183,142 |
| Net Earnings |  | 35,605 |  | 41,232 |  | 114,252 |  | 113,597 |
| Basic earnings per share |  | 0.59 |  | 0.68 |  | 1.89 |  | 1.88 |
| Diluted earnings per share |  | 0.58 |  | 0.67 |  | 1.85 |  | 1.84 |

For the quarter, Powder Finishing sales of $\$ 30$ million were included in net sales in 2012 and $\$ 38$ million (approximately $\$ 35$ million at consistent translation rates) were included in pro forma net sales in 2011.

Additional depreciation and amortization of $\$ 2$ million per quarter are reflected in the pro forma results as if the acquisition of Powder Finishing had occurred at the beginning of 2011. Non-recurring acquisition expenses of $\$ 4$ million for the third quarter and $\$ 15$ million year-to-date were eliminated from the 2012 pro forma results, and $\$ 3$ million for the quarter and $\$ 6$ million for the year-to-date were eliminated from the 2011 pro forma results. Purchase accounting effects of $\$ 7$ million related to inventory were removed from year-to-date 2012 and reflected in 2011.

To the extent that the Liquid Finishing business generates funds in excess of financial resources needed, the Company has access to such funds consistent with practices in place prior to the acquisition. Net earnings of the Liquid Finishing business, from which dividends could have been paid, subject to funds availability, were $\$ 12$ million and $\$ 27$ million for the quarter and year-to-date, respectively, in 2012, and $\$ 9$ million and $\$ 24$ million for the quarter and year-to-date, respectively, in 2011. For pro forma purposes, dividend income from Liquid Finishing of $\$ 4$ million for the quarter and $\$ 8$ million for the year-to-date was eliminated from other income in 2012.

## 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, Contractor and Lubrication. 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.

## Acquisition

On April 2, 2012, the Company completed the purchase of the finishing businesses of Illinois Tool Works Inc. (the "Finishing Brands" acquisition), first announced in April 2011. The acquisition includes powder ("Powder Finishing") and liquid ("Liquid Finishing") equipment operations, technologies and brands. In Powder Finishing, Graco acquired the Gema ${ }^{\circledR}$ businesses. Gema is a global leader in powder coating technology, a market in which Graco had no previous product offerings. Results of the Powder Finishing business have been included in the Industrial segment since the date of acquisition. In Liquid Finishing, Graco acquired the Binks ${ }^{\circledR}$ spray finishing equipment businesses, DeVilbiss ${ }^{\circledR}$ spray guns and accessories businesses, Ransburg ${ }^{\circledR}$ electrostatic equipment and accessories businesses, and BGK curing technology.

In December 2011, the United States Federal Trade Commission ("FTC") filed a formal complaint to challenge the proposed acquisition on the grounds that the addition of the Liquid Finishing business to Graco would be anticompetitive, a position which Graco denied. In March 2012, the FTC issued an order (the "Hold Separate Order") that allowed the acquisition to proceed to closing on April 2, 2012, subject to certain conditions while it evaluated a settlement proposal from Graco. Pursuant to the Hold Separate Order, the Liquid Finishing business was to be held separate from the rest of Graco's businesses until the FTC determined which portions, if any, of the Liquid Finishing business Graco must divest.

In May 2012, the FTC issued a proposed decision and order (the "Decision and Order") which requires Graco to sell the Liquid Finishing business assets, including business activities related to the development, manufacture, and sale of products under the Binks, DeVilbiss, Ransburg and BGK brand names, no later than 180 days from the date the order becomes final. The FTC has not yet issued its final Decision and Order.

The Company has retained the services of an investment bank to help it market the Liquid Finishing business and identify potential buyers. While it seeks a buyer, Graco must continue to hold the Liquid Finishing business assets separate from its other businesses and maintain them as viable and competitive. In accordance with the Hold Separate Order, the Liquid Finishing business is managed independently by experienced Liquid Finishing business
managers, under the supervision of a trustee appointed by the FTC, who reports directly to the FTC.
As a result of the Hold Separate Order, we have determined that the Liquid Finishing businesses are variable interest entities for which the Company is not the primary beneficiary, and that they should not be consolidated. Under terms of the Hold Separate Order, the Company does not have a controlling interest in the Liquid Finishing business, nor is it able to exert significant influence over the Liquid Finishing business. Consequently, the Company's investment in the shares of the Liquid Finishing business has been reflected as a cost-method investment on our Consolidated Balance Sheet as of September 28, 2012, and its results of operations have not been consolidated with those of the Company. As a cost-method investment, income is recognized based on dividends received from current earnings of Liquid Finishing. Dividends of $\$ 4$ million received in the third quarter and $\$ 8$ million received year-to-date are included in other expense (income) on the Consolidated Statements of Earnings for the periods ended September 28, 2012. The Company will evaluate its cost-method investment for other-than-temporary impairment at each reporting period. As of September 28, 2012, the Company evaluated its investment in Liquid Finishing and determined that there is no impairment.

## Consolidated Results

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

|  | Thirteen Weeks Ended |  |  |  |  | Thirty-nine Weeks Ended |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { Sep 28, } \\ 2012 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { Sep 30, } \\ 2011 \\ \hline \end{gathered}$ |  |  | $\begin{gathered} \text { Sep 28, } \\ 2012 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { Sep 30, } \\ 2011 \\ \hline \end{gathered}$ |  | Change |
| Net Sales | \$ | 256.5 | \$ | 227.3 | 13\% | \$ | 758.8 | \$ | 679.7 | 12\% |
| Net Earnings | \$ | 37.1 | \$ | 36.6 | 2\% | \$ | 106.9 | \$ | 111.9 | (5)\% |
| Diluted Net Earnings per Common Share | \$ | 0.60 | \$ | 0.60 | 0\% | \$ | 1.73 | \$ | 1.82 | (5)\% |

The addition of Powder Finishing was the main factor in sales increases over last year. For the quarter, Powder Finishing contributed $\$ 30$ million of sales, accounting for all of the increase. Year-to-date sales increased 12 percent from last year, with 9 percentage points of the growth from the addition of Powder Finishing.

Changes in currency translation rates decreased sales by approximately $\$ 6$ million for the quarter and $\$ 14$ million year-to-date, and decreased net earnings by approximately $\$ 2$ million for both the quarter and $\$ 5$ million year-to-date.

The following table presents components of changes in sales:

|  | Quarter |  |  |  |  |  | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Segment |  |  | Region |  |  |  |
|  | Industrial | Contractor | Lubrication | Americas | Europe | Asia Pacific |  |
| Volume and Price | 2 \% | (2) \% | 8 \% | 5 \% | 4 \% | (10) \% | 1 \% |
| Acquisitions | 25 \% | - \% | - \% | 6 \% | 34 \% | 14 \% | 14 \% |
| Currency | (3) \% | (2) $\%$ | (1) \% | - \% | (10) \% | - \% | (2) \% |
| Total | 24 \% | (4) \% | $7 \%$ | 11 \% | 28 \% | $4 \%$ | 13 \% |
|  | Year-to-Date |  |  |  |  |  |  |
|  |  | Segment |  |  | Region |  |  |
|  | Industrial | Contractor | Lubrication | Americas | Europe | Asia Pacific | Total |
| Volume and Price | 4 \% | 2 \% | 12 \% | 7 \% | $3 \%$ | (1) \% | 4 \% |
| Acquisitions | 17 \% | - \% | - \% | 4 \% | 21 \% | 10 \% | 9 \% |
| Currency | (2) \% | (2) \% | (1) \% | - \% | (7) \% | - \% | (1) \% |
| Total | 19 \% | - \% | 11 \% | 11 \% | 17 \% | 9 \% | 12 \% |

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

|  | Thirteen Weeks Ended |  |  |  | Thirty-nine Weeks Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { Sep 28, } \\ 2012 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { Sep 30, } \\ 2011 \end{gathered}$ |  | $\begin{gathered} \hline \text { Sep 28, } \\ 2012 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { Sep 30, } \\ 2011 \\ \hline \end{gathered}$ |  |
| Americas ${ }^{1}$ | \$ | 135.8 | \$ | 122.8 | \$ | 402.4 | \$ | 364.1 |
| Europe ${ }^{2}$ |  | 65.2 |  | 51.1 |  | 189.3 |  | 162.4 |
| Asia Pacific |  | 55.5 |  | 53.4 |  | 167.1 |  | 153.2 |
| Consolidated | \$ | 256.5 | \$ | 227.3 | \$ | 758.8 | \$ | 679.7 |

${ }^{1}$ North and South America, including the U.S.
${ }^{2}$ Europe, Africa and Middle East
Sales for the quarter included $\$ 30$ million from Powder Finishing operations acquired ta the beginning of April, including $\$ 7$ million in the Americas, $\$ 16$ million in Europe and $\$ 7$ million in Asia Pacific. Year-to-date sales included $\$ 62$ million from Powder Finishing, including $\$ 13$ million in the Americas, $\$ 32$ million in Europe and $\$ 17$ million in Asia Pacific. For the quarter, sales at consistent translation rates and before acquisitions were up 5 percent in the Americas, up 4 percent in Europe and down 10 percent in Asia Pacific. On the same basis, year-to-date sales were up 7 percent in the Americas, up 3 percent in Europe and down 1 percent in Asia Pacific.

Gross profit margin, expressed as a percentage of sales, was 55 percent for the quarter and 54 percent year-to-date, down 1 percentage point from the third quarter last year and 2 percentage points lower than last year-to-date. For the quarter and year-to-date, the favorable effects of realized price increases were more than offset by the unfavorable effects of currency translation, higher material costs and lower margin rates on acquired Powder Finishing operations. Non-recurring purchase accounting effects totaling $\$ 7$ million related to inventory reduced year-to-date gross margin percentage by approximately 1 percentage point.

Total operating expenses for the quarter increased $\$ 14$ million, including $\$ 8$ million from Powder Finishing operations. Increases in product development and general and administrative costs were partially offset by changes in currency translation rates. Year-to-date operating expenses increased $\$ 34$ million, including $\$ 16$ million from Powder Finishing and a $\$ 9$ million increase in acquisition and divestiture expenses.

Interest expense increased $\$ 2$ million for the quarter and $\$ 9$ million year-to-date due to higher borrowing levels. Other expense (income) includes dividends of $\$ 4$ million for the quarter and $\$ 8$ million year-to-date, received from the Liquid Finishing businesses that are required to be held separate from the Company's other businesses and accounted for as a cost-method investment.

The effective income tax rates of 32 percent for the quarter and 33 percent for the year-to-date are consistent with the comparable periods last year. This year's rate is reduced by the effect of the investment income from the Liquid Finishing businesses held separate. Last year's rate was reduced by the effect of the federal R\&D credit that is not available in 2012.

## Segment Results

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

|  | Thirteen Weeks Ended |  |  |  | Thirty-nine Weeks Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { Sep 28, } \\ 2012 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { Sep 30, } \\ 2011 \end{gathered}$ |  | $\begin{gathered} \text { Sep 28, } \\ 2012 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { Sep 30, } \\ 2011 \\ \hline \end{gathered}$ |  |
| Net sales (in millions) |  |  |  |  |  |  |  |  |
| Americas | \$ | 67.0 | \$ | 53.8 | \$ | 192.0 | \$ | 162.6 |
| Europe |  | 47.0 |  | 33.1 |  | 133.7 |  | 103.6 |
| Asia Pacific |  | 40.7 |  | 37.6 |  | 121.3 |  | 110.4 |
| Total | \$ | 154.7 | \$ | 124.5 | \$ | 447.0 | \$ | 376.6 |
| Operating earnings as a percentage of net sales |  | 30 \% |  | $34 \%$ |  | $31 \%$ |  | 35 \% |

Industrial segment sales increased 24 percent for the quarter and 19 percent year-to-date, mostly from the addition of Powder Finishing operations. Without the increase from Powder Finishing operations, sales for the quarter increased 12 percent in the Americas, decreased 7 percent in Europe (1 percent increase at consistent translation rates) and decreased 12 percent in Asia Pacific. On the same basis, year-to-date sales increased 10 percent in the Americas, decreased 2 percent in Europe ( 4 percent increase at consistent translation rates) and decreased 5 percent in Asia Pacific. Powder Finishing operations contributed to segment operating earnings in the third quarter, but at a lower rate on sales, which drove the decrease in the operating margin rate for this segment.

|  | Thirteen Weeks Ended |  |  |  | Thirty-nine Weeks Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { Sep 28, } \\ 2012 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { Sep 30, } \\ 2011 \end{gathered}$ |  | $\begin{gathered} \hline \text { Sep 28, } \\ 2012 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { Sep 30, } \\ 2011 \end{gathered}$ |  |
| Net sales (in millions) |  |  |  |  |  |  |  |  |
| Americas | \$ | 48.7 | \$ | 51.2 | \$ | 149.5 | \$ | 148.6 |
| Europe |  | 16.1 |  | 16.0 |  | 49.2 |  | 52.3 |
| Asia Pacific |  | 10.1 |  | 10.6 |  | 30.2 |  | 27.8 |
| Total | \$ | 74.9 | \$ | 77.8 | \$ | 228.9 | \$ | 228.7 |
| Operating earnings as a percentage of net sales |  | 17 \% |  | 21 \% |  | 19 \% |  | 19 \% |

Contractor segment sales decreased 4 percent for the quarter and were flat year-to-date. Sales for the quarter decreased 5 percent in both the Americas and in Asia Pacific and increased 1 percent in Europe ( 9 percent at consistent translation rates). Year-to-date sales increased 1 percent in the Americas, decreased 6 percent in Europe (increased 1 percent at consistent translation rates) and increased 8 percent in Asia Pacific. Lower sales volume, product mix and higher marketing and general spending led to lower third quarter operating earnings in the Contractor segment. Year-to-date operating earnings as a percentage of sales are consistent with last year.

Lubrication

|  | Thirteen Weeks Ended |  |  |  | Thirty-nine Weeks Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { Sep 28, } \\ 2012 \end{gathered}$ |  | $\begin{gathered} \text { Sep 30, } \\ 2011 \end{gathered}$ |  | $\begin{gathered} \text { Sep 28, } \\ 2012 \end{gathered}$ |  | $\begin{gathered} \text { Sep 30, } \\ 2011 \end{gathered}$ |  |
| Net sales (in millions) |  |  |  |  |  |  |  |  |
| Americas | \$ | 20.0 | \$ | 17.8 | \$ | 60.8 | \$ | 52.8 |
| Europe |  | 2.2 |  | 2.1 |  | 6.4 |  | 6.6 |
| Asia Pacific |  | 4.7 |  | 5.2 |  | 15.6 |  | 15.0 |
| Total | \$ | 26.9 | \$ | 25.1 | \$ | 82.8 | \$ | 74.4 |
| Operating earnings as a percentage of net sales |  | 20 \% |  | 17 \% |  | 21 \% |  | 18 \% |

Lubrication segment sales increased 7 percent for the quarter and 11 percent year-to-date. Sales for the quarter increased 13 percent in the Americas, 8 percent in Europe ( 15 percent at consistent translation rates) and decreased 11 percent in Asia Pacific. Year-to-date sales increased 15 percent in the Americas, decreased 2 percent in Europe ( 3 percent increase at consistent translation rates) and increased 4 percent in Asia Pacific. Higher volume and leveraging of expenses led to improved operating earnings in the Lubrication segment.

## Liquidity and Capital Resources

Net cash provided by operating activities was $\$ 132$ million in 2012 and $\$ 109$ million in 2011. Changes in receivable and inventory levels moderated in the first nine months of 2012 after increasing in 2011.

On March 27, 2012, the Company's $\$ 250$ million credit agreement was terminated in connection with the execution of a new unsecured revolving credit agreement. The new credit
agreement is with a syndicate of lenders and expires in March 2017. It provides up to $\$ 450$ million of committed credit, available for general corporate purposes, working capital needs, share repurchases and acquisitions. The Company may borrow up to $\$ 50$ million under the swingline portion of the facility for daily working capital needs.

Loans denominated in U.S. Dollars bear interest, at the Company's option, at either a base rate or a LIBOR-based rate. Loans denominated in currencies other than U.S. Dollars bear interest at a LIBOR-based rate. The base rate is an annual rate equal to a margin ranging from $0 \%$ to $1 \%$, depending on the Company's cash flow leverage ratio (debt to earnings before interest, taxes, depreciation, amortization and extraordinary, non-operating or non-cash charges and expenses), plus the highest of (i) the bank's prime rate, (ii) the federal funds rate plus $0.5 \%$ or (iii) one-month LIBOR plus $1.5 \%$. In general, LIBOR-based loans bear interest at LIBOR plus $1 \%$ to $2 \%$, depending on the Company's cash flow leverage ratio. The Company is also required to pay a fee on the undrawn amount of the loan commitment at an annual rate ranging from 0.15 percent to 0.40 percent, depending on the Company's cash flow leverage ratio.

The agreement requires the Company to maintain certain financial ratios as to cash flow leverage and interest coverage. The Company is in compliance with all financial covenants of its debt agreements.

On April 2, 2012, the Company paid $\$ 660$ million to complete the Finishing Brands acquisition, using available cash and $\$ 350$ million of borrowings on the new credit agreement. In July 2012, the Company made an additional payment of $\$ 8$ million, representing the difference between cash balances acquired and the amount estimated at the time of closing. Assets acquired in the acquisition included $\$ 18$ million of cash, of which $\$ 6$ million was available to Powder Finishing operations.

Under terms of the FTC's Hold Separate Order, the Company is required to provide sufficient resources to maintain the viability, competitiveness and marketability of the Liquid Finishing business, including general funds, capital, working capital and reimbursement of losses. To the extent that the Liquid Finishing business generates funds in excess of financial resources needed, the Company has access to such funds consistent with practices in place prior to the acquisition. In the second and third quarters, the Company received a total of $\$ 8$ million of dividends from current earnings of the Liquid Finishing business.

While the FTC has not yet issued a final Decision and Order requiring the Company to divest the Liquid Finishing business, the Company has retained the services of an investment bank to help it market the business and identify potential buyers. The Company believes its investment in the Liquid Finishing business, carried at a cost of $\$ 427$ million, is not impaired.

At September 28, 2012, the Company had various lines of credit totaling $\$ 469$ million, of which $\$ 174$ 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 2012, including the needs of the Powder Finishing and Liquid Finishing businesses acquired in April 2012.

## Outlook

We are expecting macroeconomic crosscurrents to continue into the fourth quarter, with favorable conditions in the Americas and challenges in China, India and Western Europe. The investments we have made during the past few years to broaden our geographic coverage and diversify our product portfolio give us opportunities to outperform our end markets, while the nascent housing recovery in the U.S. should be a positive for our Contractor equipment business. We will forge ahead with new product development, expansion of our distribution channel, conversion of end users from manual painting to using equipment, and continue our efforts to expand into adjacent new markets.

## SAFE HARBOR CAUTIONARY STATEMENT

A forward-looking statement is any statement made in this report and other reports that the Company files periodically with the Securities and Exchange Commission, as well as in press or earnings releases, analyst briefings, conference calls and the Company's Overview report to shareholders, which reflects the Company's current thinking on market trends and the Company's future financial performance at the time they are made. All forecasts and projections are forward-looking statements. The Company undertakes no obligation to update these statements in light of new information or future events.

The Company desires to take advantage of the "safe harbor" provisions of the Private Securities Litigation Reform Act of 1995 by making cautionary statements concerning any forward-looking statements made by or on behalf of the Company. The Company cannot give any assurance that the results forecasted in any forward-looking statement will actually be achieved. 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: economic conditions in the United States and other major world economies, currency fluctuations, political instability, changes in laws and regulations, and changes in product demand. In addition, risk factors related to the Company's acquisition of the finishing businesses from ITW and proposed divestiture of the Liquid Finishing equipment operations include: to what extent or when the required regulatory approvals will be obtained, whether and when the Company will be able to realize the expected financial results and accretive effect of the transaction, how customers, competitors, suppliers and employees will react to the transaction, economic changes in global markets, the extent of the acquired businesses required to be divested, whether the Company will be able to find a suitable purchaser(s) and structure the divestiture on acceptable terms, and whether the Company will be able to complete a divestiture in a time frame that is satisfactory to the Federal Trade Commission. Please refer to Item 1A of, and Exhibit 99 to, the Company's Annual Report on Form 10-K for fiscal year 2011 and Item 1A of this Quarterly Report on Form 10-Q for a more comprehensive discussion of these and other risk factors.

Investors should realize that factors other than those identified above and in Item 1A and Exhibit 99 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 2011 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 and Controller, 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 2011 Annual Report on Form 10-K, except for changes in the status of the previously proposed (now completed) acquisition, as described below:

## Acquisition - Our acquisition of the finishing business operations of Illinois Tool Works Inc. is subject to regulatory approvals and the expected benefits from the acquisition may not be fully realized.

On April 2, 2012, the Company closed on its $\$ 650$ million acquisition of the Illinois Tool Works Inc. finishing businesses. The acquisition added Gema ${ }^{\circledR}$, a global leader in powder coating technology, which represented approximately onethird of the purchase. The remaining two-thirds of the acquisition is a collection of industrial liquid finishing businesses, which the United States Federal Trade Commission ("FTC") has ordered to be held separate from Gema and other Graco businesses while the FTC investigates and considers a settlement proposal from Graco. In compliance with the FTC's order, the industrial liquid finishing businesses are being run independently by existing management under the supervision of a trustee who reports directly to the FTC.

In May 2012, the FTC issued a proposed decision and order (the "Decision and Order"), subject to a 30-day comment period, which requires Graco to sell the Liquid Finishing business assets, including business activities related to the development, manufacture, and sale of products under the Binks, DeVilbiss, Ransburg and BGK brand names, no later than 180 days from the date the order becomes final. The FTC has not yet issued its final Decision and Order.

The Company has retained the services of an investment bank to help it market the Liquid Finishing business and identify potential buyers. While it seeks a buyer, Graco must continue to hold the Liquid Finishing business assets separate from its other businesses and maintain them as viable and competitive.

The Hold Separate Order requires the Company to provide sufficient resources to maintain the viability, competitiveness and marketability of the Liquid Finishing business, including general funds, capital, working capital and reimbursement of losses.

We cannot predict to what extent or when the required regulatory approvals will be obtained. Additional risk factors include: the extent of the acquired businesses required to be divested, whether the Company will be able to find a suitable purchaser(s) and structure the divestiture on acceptable terms, and whether the Company will be able to complete a divestiture in a time frame that is satisfactory to the FTC.

Significant changes to our financial condition as a result of global economic changes or difficulties in the integration or addition of the newly acquired businesses, including how customers, competitors, suppliers and employees react to the transaction, may affect our ability to obtain the expected benefits from the transaction or to satisfy the financial covenants included in the terms of the financing arrangements.

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

## Issuer Purchases of Equity Securities

On September 18, 2009, 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. This authorization expired on September 30, 2012.

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 new 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 withholding on option exercises.

Information on issuer purchases of equity securities follows:

| Period | Total Number of Shares Purchased | Average Price Paid per Share | Total Number of Shares Purchased as Part of Publicly Announced Plans or Programs | Maximum <br> Number of Shares that May Yet Be Purchased Under the Plans or Programs (at end of period) |
| :---: | :---: | :---: | :---: | :---: |
| Jun 30, 2012 - Jul 27, 2012 | - |  | - | 3,990,978 |
| Jul 28, 2012 - Aug 24, 2012 | 9,128 | 45.01 | 9,128 | 3,981,850 |
| Aug 25, 2012 - Sep 28, 2012 |  |  | - | 9,981,850 |

${ }^{1}$ Authorization for purchases of up to 3,981,850 shares expired on September 30, 2012.

## Item 6. Exhibits

3.1 Restated Articles of Incorporation as amended June 14, 2007. (Incorporated by reference to Exhibit 3.1 to the Company's Report on Form 10-Q for the thirteen weeks ended June 29, 2007.)
3.2 Restated Bylaws as amended June 13, 2002. (Incorporated by reference to Exhibit 3 to the Company's Report on Form 10-Q for the thirteen weeks ended June 28, 2002.)
3.3 Articles of Amendment of Certificate of Designation, Preferences and Rights of Series A Junior Participating Preferred Shares. (Incorporated by reference to Exhibit 2 to the Company's Registration Statement on Form 8-A filed February 16, 2010.)
4.1 Rights Agreement, dated as of February 12, 2010, between the Company and Wells Fargo Bank, N.A., as Rights Agent. (Incorporated by reference to Exhibit 1 to the Company's Registration Statement on Form 8-A filed February 16, 2010.)
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).
99.1 Press Release Reporting Second Quarter Earnings dated October 24, 2012.

## 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: October 24, 2012
By: Is/ Patrick J. McHale
Patrick J. McHale
President and Chief Executive Officer (Principal Executive Officer)

Date: October 24, 2012
By: /s/ James A. Graner
James A. Graner
Chief Financial Officer
(Principal Financial Officer)

Date: October 24, 2012
By: /s/ Caroline M. Chambers
Caroline M. Chambers
Vice President and Controller
(Principal Accounting Officer)

## CERTIFICATION

I, Patrick J. McHale, certify that:

1. I have reviewed this quarterly report on Form $10-\mathrm{Q}$ of Graco Inc.;
2. 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:
a) 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;
b) 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:
October 24, 2012
/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.;
2. 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:
a) 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;
b) 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.

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: October 24, 2012

Date: October 24, 2012

## /s/ Patrick J. McHale

Patrick J. McHale
President and Chief Executive Officer
/s/ James A. Graner
James A. Graner
Chief Financial Officer

# News Release 

FOR FURTHER INFORMATION:
FOR IMMEDIATE RELEASE:
James A. Graner (612) 623-6635

## Graco Reports Record Third Quarter Sales Acquired Businesses Contribute to Results

MINNEAPOLIS, MN (October 24, 2012) - Graco Inc. (NYSE: GGG) today announced results for the quarter and nine months ended September 28, 2012.

## Summary

\$ in millions except per share amounts

|  | Thirteen Weeks Ended |  |  |  |  | Thirty-nine Weeks Ended |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { Sep 28, } \\ 2012 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { Sep 30, } \\ 2011 \\ \hline \end{gathered}$ |  | $\begin{gathered} \% \\ \text { Change } \end{gathered}$ | $\begin{gathered} \hline \text { Sep 28, } \\ 2012 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { Sep 30, } \\ 2011 \\ \hline \end{gathered}$ |  | \% <br> Change |
| Net Sales | \$ | 256.5 | \$ | 227.3 | 13 \% | \$ | 758.8 | \$ | 679.7 | 12 \% |
| Net Earnings |  | 37.1 |  | 36.6 | 2 \% |  | 106.9 |  | 111.9 | (5)\% |
| Diluted Net Earnings per Common Share | \$ | 0.60 | \$ | 0.60 | 0 \% | \$ | 1.73 | \$ | 1.82 | (5)\% |

- Sales for the quarter increased 13 percent, all from the addition of Powder Finishing operations. Year-to-date sales increased 12 percent, with 9 percentage points from Powder Finishing.
- Changes in currency translation rates decreased sales by approximately $\$ 6$ million for the quarter and $\$ 14$ million year-to-date, and decreased net earnings by approximately $\$ 2$ million for the quarter and $\$ 5$ million year-to-date.
- For the quarter, sales at consistent translation rates and before acquisitions were up 5 percent in the Americas, up 4 percent in Europe and down 10 percent in Asia Pacific. On the same basis, year-to-date sales were up 7 percent in the Americas, up 3 percent in Europe and down 1 percent in Asia Pacific.
- On April 2, 2012, the Company completed the purchase of the finishing businesses of Illinois Tool Works Inc., including Powder Finishing and Liquid Finishing equipment operations. Costs and expenses related to the acquisition included:
- Acquisition and divestiture-related expenses included in operating expenses were $\$ 4$ million for the quarter and $\$ 15$ million year-todate, compared to $\$ 3$ million and $\$ 6$ million for the comparable periods last year, respectively.
- Interest expense increased $\$ 2$ million for the quarter and $\$ 9$ million year-to-date.
- $\quad$ Non-recurring charges totaling $\$ 7$ million related to inventory that reduced gross margin percentages for the year-to-date.
- Other expense (income) includes dividend income of $\$ 4$ million for the quarter and $\$ 8$ million year-to-date, received from the Liquid Finishing business held as a cost-method investment.
"Worldwide demand held steady in the third quarter as organic sales grew slightly compared with the previous year," stated Patrick J. McHale, Graco's President and Chief Executive Officer. "We continued to see high variability in demand across products and geographies. On an organic basis, excluding the recently acquired Powder Finishing operations, sales in the Americas grew 5 percent, driven by double-digit growth in the Industrial and Lubrication segments. Contractor segment sales in the Americas were


## Exhibit 99.1

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down 5 percent, negatively impacted by product mix and channel inventory realignment. On a constant currency basis, Graco's legacy European sales increased 4 percent, with increases posted in all segments, led by double-digit growth in Lubrication sales and a 9 percent increase in Contractor sales. In Asia Pacific, Graco's legacy sales declined in every segment as business conditions during the quarter were more difficult than anticipated. The acquired Powder business is performing to expectations, and our overall factory performance was strong during the quarter, contributing to nice gross margin results. We remain committed to staying the course and executing our long-term growth initiatives."

## Consolidated Results

Sales for the quarter increased 13 percent ( 15 percent at consistent currency translation rates), including increases of 11 percent in the Americas, 28 percent in Europe ( 38 percent at consistent translation rates) and 4 percent in Asia Pacific. Year-to-date sales increased 12 percent ( 13 percent at consistent translation rates), with increases of 11 percent in the Americas, 17 percent in Europe ( 24 percent at consistent translation rates) and 9 percent in Asia Pacific.

Sales for the quarter included $\$ 30$ million from Powder Finishing operations acquired at the beginning of April, including $\$ 7$ million in the Americas, $\$ 16$ million in Europe and $\$ 7$ million in Asia Pacific. Year-to-date sales included $\$ 62$ million from Powder Finishing, including $\$ 13$ million in the Americas, $\$ 32$ million in Europe and $\$ 17$ million in Asia Pacific. For the quarter, sales at consistent translation rates and before acquisitions were up 5 percent in the Americas, up 4 percent in Europe and down 10 percent in Asia Pacific. On the same basis, year-to-date sales were up 7 percent in the Americas, up 3 percent in Europe and down 1 percent in Asia Pacific.

Gross profit margin, expressed as a percentage of sales, was 55 percent for the quarter and 54 percent year-to-date, down 1 percentage point from the third quarter last year and 2 percentage points lower than last year-to-date. For the quarter and year-to-date, the unfavorable effects of currency translation, higher material costs and lower margin rates on acquired Powder Finishing operations were offset somewhat by realized price increases. Non-recurring purchase accounting effects totaling $\$ 7$ million related to inventory reduced year-to-date gross margin percentage by approximately 1 percentage point.

Total operating expenses for the quarter increased $\$ 14$ million, including $\$ 8$ million from Powder Finishing operations. Increases in product development and general and administrative costs were partially offset by changes in currency translation rates. Year-to-date operating expenses increased $\$ 34$ million, including $\$ 16$ million from Powder Finishing and a $\$ 9$ million increase in acquisition and divestiture expenses.

Interest expense increased $\$ 2$ million for the quarter and $\$ 9$ million year-to-date due to higher borrowing levels. Other expense (income) includes dividends of $\$ 4$ million for the quarter and $\$ 8$ million year-to-date, received from the Liquid Finishing businesses that are required to be held separate from the Company's other businesses and accounted for as a cost-method investment.

The effective income tax rates of 32 percent for the quarter and 33 percent for the year-to-date are consistent with the comparable periods last year. This year's rate is reduced by the effect of the investment income from the Liquid Finishing businesses held separate. Last year's rate was reduced by the effect of the federal R\&D credit that is not available in 2012.

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Segment Results
Certain measurements of segment operations are summarized below:

|  | Thirteen Weeks |  |  |  |  |  | Thirty-nine Weeks |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Industrial |  | Contractor |  | Lubrication |  | Industrial |  | Contractor |  | Lubrication |  |
| Net sales (in millions) | \$ | 154.7 | \$ | 74.9 | \$ | 26.9 | \$ | 447.0 | \$ | 228.9 | \$ | 82.8 |
| Percentage change from last year |  |  |  |  |  |  |  |  |  |  |  |  |
| Sales |  | 24 \% |  | (4)\% |  | 7 \% |  | 19 \% |  | 0 \% |  | 11 \% |
| Operating earnings |  | 11 \% |  | (23)\% |  | 22 \% |  | 4 \% |  | (2)\% |  | 24 \% |
| Operating earnings as a percentage of net sales |  |  |  |  |  |  |  |  |  |  |  |  |
| 2012 |  | 30 \% |  | 17 \% |  | 20 \% |  | 31 \% |  | 19 \% |  | 21 \% |
| 2011 |  | 34 \% |  | 21 \% |  | 17 \% |  | 35 \% |  | 19 \% |  | 18 \% |

Industrial segment sales increased 24 percent for the quarter and 19 percent year-to-date, mostly from the addition of Powder Finishing operations. Without the increase from Powder Finishing operations, sales for the quarter increased 12 percent in the Americas, decreased 7 percent in Europe (1 percent increase at consistent translation rates) and decreased 12 percent in Asia Pacific. On the same basis, year-to-date sales increased 10 percent in the Americas, decreased 2 percent in Europe ( 4 percent increase at consistent translation rates) and decreased 5 percent in Asia Pacific. Powder Finishing operations contributed to segment operating earnings in the third quarter, but at a lower rate on sales, which drove the decrease in the operating margin rate for this segment.

Contractor segment sales decreased 4 percent for the quarter and were flat year-to-date. Sales for the quarter decreased 5 percent in both the Americas and in Asia Pacific and increased 1 percent in Europe ( 9 percent at consistent translation rates). Year-to-date sales increased 1 percent in the Americas, decreased 6 percent in Europe (increased 1 percent at consistent translation rates) and increased 8 percent in Asia Pacific. Lower sales volume, product mix and higher marketing and general spending led to lower third quarter operating earnings in the Contractor segment. Year-to-date operating earnings as a percentage of sales are consistent with last year.

Lubrication segment sales increased 7 percent for the quarter and 11 percent year-to-date. Sales for the quarter increased 13 percent in the Americas, 8 percent in Europe ( 15 percent at consistent translation rates) and decreased 11 percent in Asia Pacific. Year-to-date sales increased 15 percent in the Americas, decreased 2 percent in Europe (3 percent increase at consistent translation rates) and increased 4 percent in Asia Pacific. Higher volume and leveraging of expenses led to improved operating earnings in the Lubrication segment.

## Acquisition

On April 2, 2012, the Company completed the purchase of the finishing businesses of Illinois Tool Works Inc., first announced in April 2011. The acquisition includes Powder Finishing and Liquid Finishing equipment operations, technologies and brands. Results of the Powder Finishing business have been included in the Industrial segment since the date of acquisition.

In December 2011, the United States Federal Trade Commission ("FTC") filed a formal complaint to challenge the proposed acquisition on the grounds that the addition of the Liquid Finishing business to Graco would be anti-competitive, a position which Graco denied. In March 2012, the FTC issued an order (the "Hold Separate Order") that allowed the acquisition to proceed to closing on April 2, 2012, subject to certain conditions while it evaluated a settlement proposal from Graco. Pursuant to the Hold

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Separate Order, the Liquid Finishing business was to be held separate from the rest of Graco's businesses until the FTC determined which portions, if any, of the Liquid Finishing business Graco must divest.

In May 2012, the FTC issued a proposed decision and order (the "Decision and Order") which requires Graco to sell the Liquid Finishing business assets, no later than 180 days from the date the order becomes final. The FTC has not yet issued its final Decision and Order. The Company has retained the services of an investment bank to help it market the Liquid Finishing business and identify potential buyers. The sale process is expected to be completed within the 180 days allowed by the Decision and Order.

While it seeks a buyer, Graco must continue to hold the Liquid Finishing business separate from its other businesses and maintain them as viable and competitive. In accordance with the Hold Separate Order, the Liquid Finishing business is managed independently by experienced Liquid Finishing business managers, under the supervision of a trustee appointed by the FTC, who reports directly to the FTC.

Under terms of the Hold Separate Order, the Company does not control the Liquid Finishing business, nor is it able to exert influence over the Liquid Finishing operations. Consequently, the Company's investment in the Liquid Finishing business has been reflected as a cost-method investment, and its financial results have not been consolidated with those of the Company. Income is recognized based on dividends received from current earnings and is included in other income.

The Liquid Finishing business generated sales of $\$ 70$ million and EBITDA of $\$ 15$ million in the third quarter, both of which were increases from the previous quarter and the comparable period in the prior year.

## Outlook

"We are expecting macroeconomic crosscurrents to continue into the fourth quarter, with favorable conditions in the Americas and challenges in China, India and Western Europe," stated McHale. "The investments we have made during the past few years to broaden our geographic coverage and diversify our product portfolio give us opportunities to outperform our end markets, while the nascent housing recovery in the U.S. should be a positive for our Contractor equipment business. We will forge ahead with new product development, expansion of our distribution channel, conversion of end users from manual painting to using equipment, and continue our efforts to expand into adjacent new markets."

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## Cautionary Statement Regarding Forward-Looking Statements

A forward-looking statement is any statement made in this earnings release and other reports that the Company files periodically with the Securities and Exchange Commission, as well as in press releases, analyst briefings, conference calls and the Company's Overview report to shareholders, which reflects the Company's current thinking on market trends and the Company's future financial performance at the time they are made. All forecasts and projections are forward-looking statements. The Company undertakes no obligation to update these statements in light of new information or future events.

The Company desires to take advantage of the "safe harbor" provisions of the Private Securities Litigation Reform Act of 1995 by making cautionary statements concerning any forward-looking statements made by or on behalf of the Company. The Company cannot give any assurance that the results forecasted in any forward-looking statement will actually be achieved. 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: economic conditions in the United States and other major world economies, currency fluctuations, political instability, changes in laws and regulations, and changes in product demand. In addition, risk factors related to the Company's acquisition of the finishing businesses from ITW and proposed divestiture of the Liquid Finishing equipment operations include: whether and when the required regulatory approvals will be obtained, whether and when the Company will be able to realize the expected financial results and accretive effect of the transaction, how customers, competitors, suppliers and employees react to the transaction, economic changes in global markets, the extent of the acquired businesses required to be divested, whether the Company will be able to find a suitable purchaser(s) and structure the divestiture on acceptable terms, and whether the Company will be able to complete a divestiture in a time frame that is satisfactory to the Federal Trade Commission. Please refer to Item 1A of, and Exhibit 99 to, the Company's Annual Report on Form 10-K for fiscal year 2011 (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 www.graco.com/ir and the Securities and Exchange Commission's website at www.sec.gov.

## Conference Call

Graco management will hold a conference call, including slides via webcast, with analysts and institutional investors on Thursday, October 25, 2012, at 11:00 a.m. ET, to discuss Graco's third 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 www.graco.com/ir. 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 $2: 00$ p.m. ET on October 25, 2012, by dialing 800-406-7325, Conference ID \#4568468, if calling within the U.S. or Canada. The dialin number for international participants is 303-590-3030, with the same Conference ID \#. The replay by telephone will be available through October 28, 2012.

Graco Inc. supplies technology and expertise for the management of fluids in both industrial and commercial applications. It designs, manufactures and markets systems and equipment to move, measure, control, dispense and spray fluid 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 www.graco.com/ir.

## GRACO INC. AND SUBSIDIARIES

## Consolidated Statement of Earnings (Unaudited)

| (in thousands, except per share amounts) | Thirteen Weeks Ended |  |  |  | Thirty-nine Weeks Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { Sep 28, } \\ 2012 \end{gathered}$ |  | $\begin{gathered} \hline \text { Sep 30, } \\ 2011 \end{gathered}$ |  | $\begin{gathered} \hline \text { Sep 28, } \\ 2012 \end{gathered}$ |  | $\begin{gathered} \hline \text { Sep 30, } \\ 2011 \end{gathered}$ |  |
| Net Sales | \$ | 256,472 | \$ | 227,347 | \$ | 758,778 | \$ | 679,689 |
| Cost of products sold |  | 116,539 |  | 100,998 |  | 347,136 |  | 296,497 |
| Gross Profit |  | 139,933 |  | 126,349 |  | 411,642 |  | 383,192 |
| Product development |  | 12,485 |  | 10,423 |  | 36,625 |  | 30,708 |
| Selling, marketing and distribution |  | 41,230 |  | 36,673 |  | 121,803 |  | 113,738 |
| General and administrative |  | 29,887 |  | 22,451 |  | 86,439 |  | 66,620 |
| Operating Earnings |  | 56,331 |  | 56,802 |  | 166,775 |  | 172,126 |
| Interest expense |  | 5,233 |  | 3,125 |  | 14,281 |  | 5,473 |
| Other expense (income), net |  | $(3,233)$ |  | 325 |  | $(6,170)$ |  | 649 |
| Earnings Before Income Taxes |  | 54,331 |  | 53,352 |  | 158,664 |  | 166,004 |
| Income taxes |  | 17,200 |  | 16,800 |  | 51,800 |  | 54,100 |
| Net Earnings | \$ | 37,131 | \$ | 36,552 | \$ | $\underline{\text { 106,864 }}$ | \$ | 111,904 |
| Net Earnings per Common Share |  |  |  |  |  |  |  |  |
| Basic | \$ | 0.61 | \$ | 0.60 | \$ | 1.77 | \$ | 1.85 |
| Diluted | \$ | 0.60 | \$ | 0.60 | \$ | 1.73 | \$ | 1.82 |
| Weighted Average Number of Shares |  |  |  |  |  |  |  |  |
| Basic |  | 60,570 |  | 60,430 |  | 60,369 |  | 60,474 |
| Diluted |  | 61,778 |  | 61,415 |  | 61,640 |  | 61,615 |

## Segment Information (Unaudited)

|  | Thirteen Weeks Ended |  |  |  | Thirty-nine Weeks Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { Sep 28, } \\ 2012 \end{gathered}$ |  | $\begin{gathered} \hline \text { Sep 30, } \\ 2011 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { Sep 28, } \\ 2012 \end{gathered}$ |  | $\begin{gathered} \hline \text { Sep 30, } \\ 2011 \\ \hline \end{gathered}$ |  |
| Net Sales |  |  |  |  |  |  |  |  |
| Industrial | \$ | 154,704 | \$ | 124,502 | \$ | 447,027 | \$ | 376,636 |
| Contractor |  | 74,851 |  | 77,757 |  | 228,943 |  | 228,664 |
| Lubrication |  | 26,917 |  | 25,088 |  | 82,808 |  | 74,389 |
| Total | \$ | 256,472 | \$ | 227,347 | \$ | 758,778 | \$ | 679,689 |
| Operating Earnings |  |  |  |  |  |  |  |  |
| Industrial | \$ | 47,162 | \$ | 42,632 | \$ | 138,646 | \$ | 132,996 |
| Contractor |  | 12,835 |  | 16,700 |  | 43,339 |  | 44,239 |
| Lubrication |  | 5,356 |  | 4,380 |  | 16,988 |  | 13,652 |
| Unallocated corporate (expense) |  | $(9,022)$ |  | $(6,910)$ |  | $(32,198)$ |  | $(18,761)$ |
| Total | \$ | 56,331 | \$ | 56,802 | \$ | 166,775 | \$ | 172,126 |

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 www.graco.com/ir.

