## UNITED STATES

## SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549
FORM 10-Q
Quarterly Report Pursuant to Section 13 or 15 (d) of the
Securities Exchange Act of 1934
For the quarterly period ended June 25, 2010
Commission File Number: 001-09249

## GRACO INC.

(Exact name of registrant as specified in its charter)

## Minnesota <br> (State of incorporation)

41-0285640
(I.R.S. Employer Identification Number)

| $88-1$ 1th Avenue N.E. $^{\text {Minneapolis, Minnesota }}$ |
| :---: |
| (Address of principal executive offices) |$\frac{55413}{(\text { Zip Code })}$

(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.

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

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

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

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a nonaccelerated 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
Non-accelerated Filer
$\square$
X
$\qquad$

Accelerated Filer
Smaller reporting company

$\qquad$

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act).

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

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## PART I

## Item 1.

# GRACO INC. AND SUBSIDIARIES CONSOLIDATED STATEMENTS OF EARNINGS 

(Unaudited)
(In thousands except per share amounts)

|  | Thirteen Weeks Ended |  | Twenty-six Weeks Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | June 25, $2010$ | June 26, 2009 |  | June 25, 2010 |  | June 26, 2009 |
| Net Sales | \$ 192,088 | \$ 147,712 |  | 356,809 | \$ | 285,592 |
| Cost of products sold | 90,168 | 74,704 |  | 165,594 |  | 148,256 |
| Gross Profit | 101,920 | 73,008 |  | 191,215 |  | 137,336 |
| Product development | 9,472 | 9,781 |  | 18,946 |  | 19,832 |
| Selling, marketing and distribution | 32,647 | 28,292 |  | 61,807 |  | 60,225 |
| General and administrative | 20,592 | 16,489 |  | 38,547 |  | 32,704 |
| Operating Earnings | 39,209 | 18,446 |  | 71,915 |  | 24,575 |
| Interest expense | 1,041 | 1,221 |  | 2,121 |  | 2,587 |
| Other expense (income), net | (268) | 91 |  | (107) |  | 686 |
| Earnings Before Income Taxes | 38,436 | 17,134 |  | 69,901 |  | 21,302 |
| Income taxes | 13,600 | 5,500 |  | 24,500 |  | 6,900 |
| Net Earnings | \$ 24,836 | \$ 11,634 |  | \$ 45,401 | \$ | 14,402 |

Basic Net Earnings
per Common Share
\$ 0.41
\$
0.19
\$ 0.75
\$ 0.24

Diluted Net Earnings
per Common Share
\$ 0.41
\$
0.19
\$
0.74
\$ 0.24

Cash Dividends Declared
per Common Share
$\$ \quad 0.19$
\$
0.40
0.38

See notes to consolidated financial statements.

## GRACO INC. AND SUBSIDIARIES CONSOLIDATED BALANCE SHEETS

(Unaudited) (In thousands)

|  | $\begin{gathered} \text { June 25, } \\ 2010 \\ \hline \end{gathered}$ | $\begin{gathered} \text { December } \\ 25, \\ 2009 \\ \hline \end{gathered}$ |
| :---: | :---: | :---: |
| ASSETS |  |  |
| Current Assets |  |  |
| Cash and cash equivalents | \$ 4,878 | \$ 5,412 |
| Accounts receivable, less allowances of \$6,400 and \$6,500 | 138,279 | 100,824 |
| Inventories | 76,198 | 58,658 |
| Deferred income taxes | 20,408 | 20,380 |
| Other current assets | 3,535 | 3,719 |
| Total current assets | 243,298 | 188,993 |
| Property, Plant and Equipment |  |  |
| Cost | 337,848 | 334,440 |
| Accumulated depreciation | $(204,041)$ | $(195,387)$ |
| Property, plant and equipment, net | 133,807 | 139,053 |
| Goodwill | 91,740 | 91,740 |
| Other Intangible Assets, net | 34,229 | 40,170 |
| Deferred Income Taxes | 11,776 | 8,372 |
| Other Assets | 8,273 | 8,106 |
| Total Assets | \$ 523,123 | \$ 476,434 |

## LIABILITIES AND SHAREHOLDERS' EQUITY

Current Liabilities

| Notes payable to banks | $\$ 13,599$ | $\$ 12,028$ |
| :--- | ---: | ---: |
| Trade accounts payable | 33,780 | 17,983 |
| Salaries and incentives | 21,611 | 14,428 |
| Dividends payable | 12,053 | 12,003 |
| Other current liabilities | 45,338 | 47,373 |
| Total current liabilities | 126,381 | 103,815 |
| Long-term debt |  |  |
| Retirement Benefits and Deferred Compensation | 74,000 | 86,260 |
| Uncertain Tax Positions | 3,000 | 73,705 |
|  |  | 3,000 |
| Shareholders' Equity | 60,314 | 59,999 |
| Common stock |  |  |


| Additional paid-in-capital | 203,716 | 190,261 |
| :--- | ---: | ---: |
| Retained earnings | 23,892 | 11,121 |
| Accumulated other comprehensive income (loss) | $(48,831)$ | $(51,727$ |
| Total shareholders' equity | $\underline{239,091}$ | 209,654 |
| Total Liabilities and Shareholders' Equity | $\$ 523,123$ | $\$ 476,434$ |

See notes to consolidated financial statements.

## GRACO INC. AND SUBSIDIARIES CONSOLIDATED STATEMENTS OF CASH FLOWS

(Unaudited) (In thousands)

|  | Twenty-six Weeks Ended |  |  |
| :---: | :---: | :---: | :---: |
|  | June 25, 2010 | June 26, 2009 |  |
| Cash Flows From Operating Activities |  |  |  |
| Net Earnings | \$ 45,401 | \$ | 14,402 |
| Adjustments to reconcile net earnings to net cash provided by operating activities |  |  |  |
| Depreciation and amortization | 17,319 |  | 16,953 |
| Deferred income taxes | $(5,247)$ |  | (696) |
| Share-based compensation | 5,127 |  | 5,209 |
| Excess tax benefit related to share-based payment arrangements | (900) |  | (300) |
| Change in |  |  |  |
| Accounts receivable | $(40,392)$ |  | 15,370 |
| Inventories | (17,742 |  | 22,691 |
| Trade accounts payable | 9,552 |  | $(3,218)$ |
| Salaries and incentives | 7,624 |  | $(6,015)$ |
| Retirement benefits and deferred compensation | 4,996 |  | 7,215 |
| Other accrued liabilities | 1,287 |  | $(2,135)$ |
| Other | 1,020 |  | 16 |
| Net cash provided by operating activities | 28,045 |  | 69,492 |
| Cash Flows From Investing Activities |  |  |  |
| Property, plant and equipment additions | $(5,932)$ |  | $(9,129)$ |
| Proceeds from sale of property, plant and equipment | 123 |  | 495 |
| Investment in life insurance | $(1,499)$ |  | $(1,499)$ |
| Capitalized software and other intangible asset additions | (193) |  | (200) |
| Net cash used in investing activities | $(7,501)$ |  | $(10,333)$ |
| Cash Flows From Financing Activities |  |  |  |
| Net borrowings (payments) on short-term lines of credit | 3,004 |  | $(3,621)$ |
| Borrowings on long-term line of credit |  |  | 68,126 |
| Payments on long-term line of credit | $(6,260)$ |  | $(104,211)$ |
| Excess tax benefit related to share-based payment arrangements | 900 |  | 300 |
| Common stock issued | 8,815 |  | 5,289 |
| Common stock retired | $(3,462)$ |  | (141) |
| Cash dividends paid | $(24,122)$ |  | $(22,686)$ |
| Net cash provided by (used in) financing activities | $(21,125)$ |  | $(56,944)$ |
| Effect of exchange rate changes on cash | 47 |  | (425) |
| Net increase (decrease) in cash and cash equivalents | (534) |  | 1,790 |
| Cash and cash equivalents: |  |  |  |
| Beginning of year | 5,412 |  | 12,119 |

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 June 25, 2010 and the related statements of earnings for the thirteen and twenty-six weeks ended June 25, 2010 and June 26, 2009, and cash flows for the twenty-six weeks ended June 25, 2010 and June 26, 2009 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 June 25, 2010, 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 2009 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 |  |  | Twenty-six Weeks Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | June 25, $2010$ |  | une 26, 2009 |  | $\begin{aligned} & \text { ne 25, } \\ & 2010 \end{aligned}$ | June 26,$2009$ |  |
| Net earnings available to common shareholders | \$ 24,836 | \$ | 11,634 | \$ | 45,401 | \$ | 14,402 |
| Weighted average shares outstanding for basic earnings per share | 60,597 |  | 59,903 |  | 60,402 |  | 59,770 |
| Dilutive effect of stock options computed using the treasury stock method and the average market price | 587 |  | 280 |  | 546 |  | 273 |
| Weighted average shares outstanding for diluted earnings per share | 61,184 |  | 60,183 |  | 60,948 |  | 60,043 |
| Basic earnings per share | \$ 0.41 | \$ | 0.19 | \$ | 0.75 | \$ | 0.24 |

Stock options to purchase 2,987,000 and 3,920,000 shares were not included in the 2010 and 2009 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 twenty-six weeks ended June 25, 2010 is shown below (in thousands, except per share amounts):

|  | Option <br> Shares |  | eighted <br> verage <br> xercise <br> Price | Options <br> Exercisable | Weighted <br> Average <br> Exercise $\qquad$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Outstanding, December 25, 2009 | 4,813 | \$ | 28.98 | 2,445 | \$ 28.38 |
| Granted | 827 |  | 27.80 |  |  |
| Exercised | (203) |  | 11.67 |  |  |
| Canceled | (31) |  | 32.23 |  |  |
| Outstanding, June 25, 2010 | 5,406 | \$ | 29.43 | 2,901 | \$ 30.21 |

The Company recognized year-to-date share-based compensation of $\$ 5.1$ million in 2010 and $\$ 5.2$ million in 2009. As of June 25, 2010, there was $\$ 8.8$ million of unrecognized compensation cost related to unvested options, expected to be recognized over a weighted average period of 2.1 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:

|  | Twenty-six Weeks Ended |  |  |
| :--- | :---: | :---: | :---: |
|  | June 25, | June 26, |  |
|  | 2010 |  | 2009 |
|  | 6.0 |  | 6.0 |
| Expected life in years | $2.7 \%$ |  | $2.1 \%$ |
| Interest rate | $34.0 \%$ |  | $30.1 \%$ |
| Volatility | $3.0 \%$ | $3.7 \%$ |  |
| Dividend yield | $\$ 7.38$ | $\$$ | 4.27 |

Under the Company's Employee Stock Purchase Plan, the Company issued 436,000 shares in 2010 and 312,000 shares in 2009. 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:

|  | Twenty-six Weeks Ended |  |  |
| :--- | :---: | :---: | :---: |
|  | June 25, | June 26, |  |
|  | 2010 |  | 2009 |
| Expected life in years | 1.0 |  | 1.0 |
| Interest rate | $0.3 \%$ |  | $0.7 \%$ |
| Volatility | $42.8 \%$ | $51.5 \%$ |  |
| Dividend yield | $2.9 \%$ | $4.5 \%$ |  |
| Weighted average fair value per share | $\$ 8.48$ | $\$ 5.60$ |  |

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

|  | Thirteen Weeks Ended |  |  | Twenty-six Weeks Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { June 25, } \\ 2010 \end{gathered}$ | June 26, 2009 |  | June 25,$2010$ |  | June 26, 2009 |  |
| Pension Benefits |  |  |  |  |  |  |  |
| Service cost | \$ 894 | \$ | 1,141 | \$ | 2,135 | \$ | 2,420 |
| Interest cost | 3,138 |  | 3,115 |  | 6,415 |  | 6,335 |
| Expected return on assets | $(3,325)$ |  | $(2,850)$ |  | $(6,800)$ |  | $(5,550)$ |
| Amortization and other | 1,548 |  | 2,313 |  | 3,052 |  | 4,727 |
| Net periodic benefit cost | \$ 2,255 | \$ | 3,719 | \$ | 4,802 | \$ | 7,932 |
| Postretirement Medical |  |  |  |  |  |  |  |
| Service cost | \$ 150 | \$ | 100 | \$ | 275 | \$ | 250 |
| Interest cost | 295 |  | 300 |  | 620 |  | 650 |
| Amortization | (95) |  | - |  | (95) |  | - |
| Net periodic benefit cost | \$ 350 | \$ | 400 | \$ | 800 | \$ | 900 |

The Company paid $\$ 1.5$ million in June 2010 and $\$ 1.5$ million in June 2009 for contracts insuring the lives of certain employees who are eligible to participate in certain non-qualified pension and deferred compensation plans. These insurance contracts will be used to fund the non-qualified pension and deferred compensation arrangements. The insurance contracts are held in a trust and are available to general creditors in the event of the Company's insolvency. Cash surrender value of $\$ 5.9$ million and $\$ 4.4$ million is included in other assets in the consolidated balance sheet as of June 25, 2010 and December 25, 2009, respectively.
5. Total comprehensive income was as follows (in thousands):

|  | Thirteen Weeks Ended |  |  | Twenty-six Weeks Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | June 25, $2010$ | June 26, 2009 |  | June 25, 2010 |  | June 26, 2009 |  |
| Net earnings | \$ 24,836 | \$ | 11,634 | \$ | 45,401 | \$ | 14,402 |
| Cumulative translation adjustment | - |  |  |  |  |  | 234 |
| Pension and postretirement medical liability adjustment | 1,491 |  | 2,422 |  | 2,959 |  | 4,751 |
| Gain (loss) on interest rate hedge contracts | 933 |  | 364 |  | 1,638 |  | 291 |
| Income taxes | (896) |  | $(1,030)$ |  | $(1,701)$ |  | $(1,866)$ |
| Comprehensive income | \$ 26,364 | \$ | 13,390 | \$ | 48,297 | \$ | 17,812 |

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

|  | June 25, 2010 | $\begin{gathered} \text { December 25, } \\ 2009 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: |
| Pension and postretirement medical liability adjustment | \$ $(46,696)$ | \$ | $(48,560)$ |
| Gain (loss) on interest rate hedge contracts | $(1,312)$ |  | $(2,344)$ |
| Cumulative translation adjustment | (823) |  | (823) |
| Total | \$ $(48,831)$ | \$ | $(51,727)$ |

6. The Company has three reportable segments: Industrial, Contractor and Lubrication. The Company does not track assets by segment. Sales and operating earnings by segment for the thirteen and twenty-six weeks ended June 25, 2010 and June 26, 2009 were as follows (in thousands):

| Thirteen Weeks Ended |  | Twenty-six Weeks Ended |  |
| :---: | :---: | :---: | :---: |
| June 25, 2010 | June 26, $2009$ | $\begin{gathered} \text { June 25, } \\ 2010 \end{gathered}$ | June 26, 2009 |

Net Sales

| Industrial | $\$ 100,461$ | $\$$ | 73,334 |  | $\$ 197,253$ |  | $\$ 148,566$ |  |
| :---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Contractor | 73,782 |  | 60,386 |  | 124,579 |  | 107,834 |  |
| Lubrication | $\underline{17,845}$ |  | 13,992 |  | 34,977 |  | 29,192 |  |
| Total | $\underline{\$ 192,088}$ |  | $\$ 147,712$ |  | $\$ 356,809$ |  | $\$$ | 285,592 |
| Operating Earnings |  |  |  |  |  |  |  |  |
| Industrial | $\$ 29,565$ | $\$$ | 13,435 | $\$$ | 60,039 | $\$$ | 24,930 |  |
| Contractor | 13,203 |  | 12,043 |  | 18,086 |  | 13,282 |  |
| Lubrication | 1,868 |  | $(1,745)$ |  | 3,575 |  | $(3,181)$ |  |


| Unallocated corporate (expense) |  | $(5,427)$ |  | $(5,287)$ |  | $(9,785)$ |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |
|  |  |  | $(10,456)$ |  |  |  |
| Total | $\$ 39,209$ | $\$ 18,446$ | $\$ 7,915$ | $\$ 24,575$ |  |  |

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

|  | June 25, $2010$ | $\begin{gathered} \text { December } \\ 25, \\ 2009 \\ \hline \end{gathered}$ |
| :---: | :---: | :---: |
| Finished products and components | \$ 42,251 | \$ 36,665 |
| Products and components in various stages of completion | 27,270 | 22,646 |
| Raw materials and purchased components | 39,597 | 31,826 |
|  | 109,118 | 91,137 |
| Reduction to LIFO cost | $(32,920)$ | $(32,479)$ |
| Total | \$ 76,198 | \$ 58,658 |

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

|  | Estimated Life (years) | Original <br> Cost | Accumulated <br> Amortization |  | Foreign <br> Currency <br> Translation |  |  | $\begin{aligned} & \text { Book } \\ & \text { Value } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| June 25, 2010 |  |  |  |  |  |  |  |  |
| Customer relationships | 3-8 | \$ 41,075 | \$ | $(21,748)$ | \$ | (181) | \$ | 19,146 |
| Patents, proprietary technology and product documentation | 3-10 | 21,072 |  | $(13,548)$ |  | (85) |  | 7,439 |
| Trademarks, trade names and other | 3-10 | 8,154 |  | $(3,690)$ |  | - |  | 4,464 |
|  |  | 70,301 |  | $(38,986)$ |  | (266) |  | 31,049 |
| Not Subject to Amortization: |  |  |  |  |  |  |  |  |
| Brand names |  | 3,180 |  | - |  | - |  | 3,180 |
| Total |  | \$ 73,481 | \$ | $(38,986)$ | \$ | (266) | \$ | 34,229 |

December 25, 2009

| Customer relationships | 3-8 | \$ 41,075 | \$ | $(18,655)$ | \$ | (181) | \$ 22,239 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Patents, proprietary technology and product documentation | 3-10 | 22,862 |  | $(13,708)$ |  | (87) | 9,067 |
| Trademarks, trade names and other | 3-10 | 8,154 |  | $(2,470)$ |  |  | 5,684 |
|  |  | 72,091 |  | $(34,833)$ |  | (268) | 36,990 |

Not Subject to Amortization:
Brand names $\quad 3,180 \quad-\quad-\quad 3,180$

Total
$\$ 75,271 \$(34,833) \$(268) \$ 40,170$

Amortization of intangibles was $\$ 2.9$ million in the second quarter of 2010 and $\$ 5.9$ million year-to-date. Estimated annual amortization expense is as follows: $\$ 11.2$ million in 2010, $\$ 10.7$ million in 2011, $\$ 9.1$ millior in 2012, $\$ 4.3$ million in 2013, $\$ 0.9$ million in 2014 and $\$ 0.7$ million thereafter.
9. Components of other current liabilities were (in thousands):

|  | June 25,$2010$ |  | $\begin{gathered} \text { December } \\ 25, \\ 2009 \\ \hline \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: |
| Accrued self-insurance retentions | \$ | 7,650 | \$ | 7,785 |
| Accrued warranty and service liabilities |  | 6,882 |  | 7,437 |
| Accrued trade promotions |  | 4,108 |  | 2,953 |
| Payable for employee stock purchases |  | 2,420 |  | 5,115 |
| Income taxes payable |  | 2,433 |  | 1,550 |
| Other |  | 21,845 |  | 22,533 |
| Total other current liabilities | \$ | 45,338 | \$ | 47,373 |

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):

|  |  | nty-six <br> s Ended <br> e 25 , <br> 010 |  | Ended mber 25, 009 |
| :---: | :---: | :---: | :---: | :---: |
| Balance, beginning of year | \$ | 7,437 | \$ | 8,033 |
| Charged to expense |  | 1,385 |  | 4,548 |
| Margin on parts sales reversed |  | 1,295 |  | 2,876 |
| Reductions for claims settled |  | $(3,235)$ |  | $(8,020)$ |
| Balance, end of period | \$ | 6,882 | \$ | 7,437 |

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
$\qquad$
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.

In 2007, the Company entered into interest rate swap contracts that effectively fix the rates paid on a total of $\$ 80$ million of variable rate borrowings. One contract fixed the rate on $\$ 40$ million of borrowings at 4.7 percent plus the applicable spread (depending on cash flow leverage ratio) until December 2010. The second contract fixed an additional $\$ 40$ million of borrowings at 4.6 percent plus the applicable spread until January 2011. Both contracts have been designated as cash flow hedges against interest rate volatility. Consequently, changes in the fair market value are recorded in accumulated other comprehensive income (loss) (AOCI). Amounts included in AOCl will be reclassified to earnings as interest rates increase and as the swap contracts approach their expiration dates. Net amounts paid or payable under terms of the contracts were charged to interest expense and totaled $\$ 1.8$ million in the first half of 2010.

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. There were seven contracts outstanding as of June 25, 2010, with notional amounts totaling $\$ 18$ 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. The fair market value and balance sheet classification of such instruments follows (in thousands):

|  | Balance Sheet Classification | June 25,$2010$ |  | $\begin{gathered} \text { December } \\ 25, \\ 2009 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Gain (loss) on interest rate hedge contracts | Other current liabilities | \$ | $(2,084)$ | \$ | $(3,722)$ |
| Gain (loss) on foreign currency forward contracts |  |  |  |  |  |
| Gains |  | \$ | 84 | \$ | 207 |
| Losses |  |  | (431) |  | (249) |
| Net | Other current liabilities | \$ | (347) | \$ | (42) |

## Item 2.

## GRACO INC. AND SUBSIDIARIES

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

## Overview

The Company designs, manufactures and markets systems and equipment to move, measure, control, dispense and spray fluid 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.

## Results of Operations

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

|  | Thirteen Weeks Ended |  |  |  |  | Twenty-six Weeks Ended |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | June 25,$2010$ |  | June 26, 2009 |  | \% <br> Change | June 25,$2010$ |  | June 26,$2009$ |  | \% <br> Change |
| Net Sales | \$ | 192.1 | \$ | 147.7 | 30\% | \$ | 356.8 | \$ | 285.6 | 25\% |
| Net Earnings | \$ | 24.8 | \$ | 11.6 | 113\% | \$ | 45.4 | \$ | 14.4 | 215\% |
| Diluted Net Earnings per Common Share | \$ | 0.41 | \$ | 0.19 | 116\% | \$ | 0.74 | \$ | 0.24 | 208\% |

Sales, gross profit margins and net earnings for the quarter and year-to-date improved significantly compared to last year. Sales increased in all segments and geographic regions. Currency translation had a favorable effect on year-to-date sales (\$6 million) and net earnings (\$3 million) but there was no significant effect on consolidated results for the quarter.

## Consolidated Results

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

|  | Thirteen Weeks Ended |  |  |  | Twenty-six Weeks Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | June 25,$2010$ |  | June 26, 2009 |  | $\begin{gathered} \text { June 25, } \\ 2010 \end{gathered}$ |  | June 26,$2009$ |  |
| Americas 1 | \$ | 110.2 | \$ | 88.3 | \$ | 196.9 | \$ | 168.5 |
| Europe2 |  | 44.0 |  | 34.6 |  | 85.8 |  | 70.4 |
| Asia Pacific |  | 37.9 |  | 24.8 |  | 74.1 |  | 46.7 |
| Consolidated | \$ | 192.1 | \$ | 147.7 | \$ | 356.8 | \$ | 285.6 |

1 North and South America, including the U.S.
2 Europe, Africa and Middle East
Sales for the quarter increased 25 percent in the Americas, 27 percent in Europe ( 33 percent at consistent translation rates) and 53 percent in Asia Pacific ( 47 percent at consistent translation rates). Translation rates did not have a significant impact on the overall sales increase of 30 percent. Year-to-date sales increased 17 percent in the Americas, 22 percent in Europe and 59 percent in Asia Pacific ( 51 percent at consistent translation rates). The overall year-to-date growth rate of 25 percent included 2 percentage points from translation.

Gross profit margin, expressed as a percentage of sales, was 53 percent for the quarter and $531 / 2$ percent year-to-date, up from $491 / 2$ percent and 48 percent, for the comparable periods last year, respectively. Higher production volume in 2010 was the major factor in the improvement in both the quarter and year-to-date rates. Costs related to workforce reductions lowered the 2009 first-half gross margin rate and the favorable effects of currency translation contributed to the increase in the 2010 year-to-date rate. Selling price increases, lower material and pension costs, and divisional mix also contributed to the increase in margin rates.

Total operating expenses were up $\$ 7$ million year-to-date. Improved results drove the increase, mainly from higher incentives expense, partially offset by lower pension expense.

The year-to-date effective income tax rate of 35 percent for 2010 was higher than the 32 percent rate for the comparable period of 2009. The federal R\&D credit has not been renewed for 2010, so no credit is included in the 2010 rate.

## Segment Results

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

Industrial

|  | Thirteen Weeks Ended |  |  |  | Twenty-six Weeks Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | June 25,$2010$ |  | June 26, 2009 |  | June 25,$2010$ |  | June 26, 2009 |  |
| Net sales (in millions) |  |  |  |  |  |  |  |  |
| Americas | \$ | 45.5 | \$ | 35.5 | \$ | 87.4 | \$ | 71.3 |
| Europe |  | 27.1 |  | 19.8 |  | 55.0 |  | 43.7 |
| Asia Pacific |  | 27.9 |  | 18.0 |  | 54.9 |  | 33.6 |
| Total | \$ | 100.5 | \$ | 73.3 | \$ | 197.3 | \$ | 148.6 |
| Operating earnings as a percentage of net sales |  | 29 \% |  | 18 \% |  | $30 \%$ |  | 17 \% |

The Industrial segment had strong sales increases in all regions. For the quarter, sales increased 28 percent in the Americas, 37 percent in Europe ( 43 percent at consistent translation rates) and 54 percent in Asia Pacific ( 50 percent at consistent translation rates). Year-to-date sales increased 23 percent in the Americas, 26 percent in Europe and 63 percent in Asia Pacific ( 57 percent at consistent translation rates).

Higher volume and lower costs and expenses (from actions taken in 2009 and 2008), along with price increases, contributed to the improvement in operating earnings as a percentage of sales.

Contractor

|  | Thirteen Weeks Ended |  |  |  | Twenty-six Weeks Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | June 25, 2010 |  | June 26, 2009 |  | June 25,$2010$ |  | June 26, 2009 |  |
| Net sales (in millions) |  |  |  |  |  |  |  |  |
| Americas | \$ | 51.6 | \$ | 41.0 | \$ | 83.5 | \$ | 72.8 |
| Europe |  | 15.2 |  | 14.0 |  | 27.8 |  | 24.8 |
| Asia Pacific |  | 7.0 |  | 5.4 |  | 13.3 |  | 10.2 |
| Total | \$ | 73.8 | \$ | 60.4 | \$ | 124.6 | \$ | 107.8 |
| Operating earnings as a percentage of net sales |  | 18 \% |  | 20 \% |  | 15 \% |  | 12 \% |

For the quarter, Contractor segment sales increased 26 percent in the Americas, 10 percent in Europe (15 percent at consistent translation rates) and 29 percent in Asia Pacific ( 22 percent at consistent translation rates). Year-to-date sales increased 15 percent in the Americas, 12 percent in Europe and 29 percent in Asia Pacific (21 percent at consistent translation rates).

Stocking shipments of new products contributed to strong second quarter sales, but costs and expenses related
to the new product introduction resulted in a small decrease in operating earnings as a percentage of sales.

Lubrication

|  | Thirteen Weeks Ended |  |  |  | Twenty-six Weeks Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | June 25,$2010$ |  | June 26, 2009 |  | June 25,$2010$ |  | June 26, 2009 |  |
| Net sales (in millions) |  |  |  |  |  |  |  |  |
| Americas | \$ | 13.2 | \$ | 11.8 | \$ | 26.0 | \$ | 24.4 |
| Europe |  | 1.5 |  | 0.8 |  | 2.9 |  | 1.9 |
| Asia Pacific |  | 3.1 |  | 1.4 |  | 6.0 |  | 2.9 |
| Total | \$ | 17.8 | \$ | 14.0 | \$ | 34.9 | \$ | 29.2 |
| Operating earnings as a percentage of net sales |  | 10 \% |  | (12)\% |  | 10 \% |  | (11)\% |

For the quarter, Lubrication segment sales increased 12 percent in the Americas. From small bases, sales approximately doubled in Europe and Asia Pacific. Year-to-date, sales increased 7 percent in the Americas, 55 percent in Europe and 108 percent in Asia Pacific.

Higher volume and lower costs and expenses (from actions taken in 2009 and 2008) contributed to the improvement in operating earnings as a percentage of sales.

## Liquidity and Capital Resources

In the first half of 2010, the Company used cash to reduce borrowings under its long-term line of credit by $\$ 6$ million and paid dividends of $\$ 24$ million. The Company also purchased $\$ 10$ million of its common stock, of which $\$ 6^{1 / 2}$ million settled in the third quarter and is included in trade accounts payable as of June 25, 2010. Significant uses of cash in the first half of 2009 included $\$ 36$ million for reduction of borrowings under the longterm line of credit and $\$ 23$ million for payment of dividends.

Since the end of 2009, inventories increased by $\$ 18$ million to meet higher demand. Accounts receivable increased by $\$ 37$ million due to higher sales levels.

At June 25, 2010, the Company had various lines of credit totaling $\$ 269$ million, of which $\$ 178$ 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 2010.

## Outlook

Investments in new product development, international sales people and global distribution channel are paying off in the form of improved results. While second quarter is generally the strongest quarter for the Contractor business, management expects modest improvement in end markets in the Americas and Europe over the last half of 2010, and anticipates that activity in Asia Pacific will remain strong.

## 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, or in press or earnings releases, analyst briefings and conference calls, 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 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 forwardlooking 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. Please refer to Item 1A of, and Exhibit 99 to, the Company's Annual Report on Form 10-K for fiscal year 2009 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 2009 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 and Treasurer, 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 in gathering, analyzing and disclosing information needed to satisfy the Company's disclosure obligations under the Exchange Act.

## 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 2009 Annual Report on Form 10-K.

## 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. The authorization expires on September 30, 2012.

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 <br> Number of Shares Purchased | Average <br> Price <br> Paid per <br> Share | Total <br> Number <br> of Shares <br> 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) |
| :---: | :---: | :---: | :---: | :---: |
| Mar 27, 2010 - Apr23, 2010 | - | \$ | - | 6,000,000 |
| Apr 24, 2010 - May21, 2010 | 13,891 | \$ 32.80 | 10,000 | 5,990,000 |
| May 22, 2010 - Jun25, 2010 | 313,589 | \$ 29.73 | 313,589 | 5,676,411 |

## Item 6. Exhibits

10.1 Executive Officer Stock Holding Policy adopted by the Graco Inc. Board of Directors on April 23, 2010.
31.1 Certification of President and Chief Executive Officer pursuant to Rule 13a-14(a).
31.2 Certification of Chief Financial Officer and Treasurer pursuant to rule 13a-14(a).

32 Certification of President and Chief Executive Officer and Chief Financial Officer and Treasurer pursuant to Section 1350 of Title 18, U.S.C.
99.1 Press Release, Reporting Second Quarter Earnings, dated July 21, 2010.

101 Interactive Data File.

## SIGNATURES

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

GRACO INC.

Date: July 21, 2010
By: /s/ Patrick J. McHale
Patrick J. McHale
President and Chief Executive Officer
(Principal Executive Officer)

Date: July 21, 2010
By: /s/ James A. Graner
James A. Graner
Chief Financial Officer and Treasurer
(Principal Financial Officer)

Date: July 21, 2010
By: /s/ Caroline M. Chambers
Caroline M. Chambers
Vice President and Controller
(Principal Accounting Officer)

## Stock Holding Policy for Executive Officers of the Company *

The Company's Board of Directors has adopted the following stock holding policy reflecting guidelines to align the interests of all of its executive officers with the interests of shareholders:

Except as set forth below, all of the Company's executive officers (except for the Chief Executive Officer who continues to be subject to a previously adopted stock holding requirement policy) (the "Executive Officers") are required to retain, until the effective date of retirement or other termination of employment, an amount equal to $50 \%$ of the outstanding "Net Shares" delivered to the Executive Officer pursuant to awards granted under the Company's equity programs (the " $50 \%$ Stock Holding Requirement"). "Net Shares" are those shares that remain after shares are sold or withheld by the Company to pay the exercise price of stock options, withholding taxes and other transaction costs. Net Shares shall include, but not be limited to, shares acquired through:
(a) stock option exercises;
(b) restricted stock, restricted stock unit or performance share awards;
(c) participation in the Graco Employee Stock Purchase Plan;
(d) dividend reinvestment programs including dividend reinvestments related to shares acquired outside of Company incentive plans; and
(e) stock splits with respect to shares acquired through any of the foregoing.

Upon owning shares of the Company having a fair market value equal to three (3) times the current base salary for Executive Officers reporting directly to the President and Chief Executive Officer and two (2) times the current base salary for Executive Officers reporting to someone other than the President and Chief Executive Officer (the "Ownership Threshold"), and so long as the Executive Officer remains at or above this Ownership Threshold, transactions related to equity awards to which this Policy applies shall be exempt from the $50 \%$ Stock Holding Requirement. Shares used to calculate whether the Ownership Threshold has been met include:
(a) Net Shares retained upon option exercise;
(b) restricted stock, whether vested or unvested;
(c) Employee Stock Purchase Plan and Employee Stock Ownership Plan shares;
(d) shares acquired by open market purchase;
(e) shares owned by family members or entities if the Executive Officer would be deemed to beneficially own the shares;
(f) shares obtained through dividend reinvestment or stock split.

To mitigate the effects of stock price volatility, compliance with these guidelines shall be evaluated once each year using the average daily closing price of the Company's common stock during the previous one-year period commencing April 1 through March 31.

This Policy shall apply only to those equity awards made or granted to an Executive Officer after the effective date of this Policy.

The foregoing Policy requirement shall be waived by the Company with regard to an individual Executive Officer upon the effective date of (a) that Executive Officer's "Disability", (b) the death of the Executive Officer, or (c) a "Change of Control", as those terms are defined in that certain Key Employee Agreement between the Company and the Executive Officer, as amended from time to time.

The Board of Directors has delegated authority to the Company's Chief Executive Officer to determine whether and to what extent (a) special circumstances may warrant the grant by the Company of an exception, hardship or otherwise, to the foregoing holding guidelines, or (b) the extent to which a failure by an individual Executive Officer to comply with the stock holding guidelines set forth in this Policy may warrant further reasonable action to effectuate its intent.

This Policy may be amended, modified, restated, suspended, eliminated, terminated or otherwise changed at any time by the Board of Directors without prior notice to, or consultation with, any Executive Officer.

The effective date of this Policy shall be April 23, 2010.

* The Board previously adopted a stock holding requirement policy for the Company's Chief Executive Officer on February 13, 2009, which policy does not contain an ownership threshold. It is intended that the terms of the previously adopted policy shall continue to apply to the Chief Executive Officer.


## CERTIFICATION

I, Patrick J. McHale, 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.

Date: $\qquad$ /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.

Date:
July 21, 2010
/s/ James A. Graner
James A. Graner
Chief Financial Officer and Treasurer

## CERTIFICATION UNDER SECTION 1350

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

Date: July 21, 2010
/s/ Patrick J. McHale
Patrick J. McHale
President and Chief Executive Officer

Date: July 21, 2010
/s/ James A. Graner
James A. Graner
Chief Financial Officer and Treasurer

GRACO INC.
P.O. Box 1441

Minneapolis, MN
55440-1441
NYSE: GGG

FOR FURTHER INFORMATION:
Wednesday, July 21, 2010
James A. Graner (612) 623-6635

## GRACO REPORTS SECOND QUARTER SALES AND EARNINGS REVENUE GROWTH DRIVES IMPROVED RESULTS

MINNEAPOLIS, MN (July 21, 2010) - Graco Inc. (NYSE: GGG) today announced results for the quarter and six months ended June 25, 2010.

## Summary

\$ in millions except per share amounts

|  | Thirteen Weeks Ended |  |  |  |  | Twenty-six Weeks Ended |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | June 25, <br> 2010 |  | June 26, 2009 |  | \% Change | June 25,$2010$ |  | June 26, <br> 2009 |  | $\%$ Change |
| Net Sales | \$ | 192.1 | \$ | 147.7 | $30 \%$ | \$ | 356.8 | \$ | 285.6 | 25 \% |
| Net Earnings |  | 24.8 |  | 11.6 | 113 \% |  | 45.4 |  | 14.4 | 215 \% |
| Diluted Net Earnings |  |  |  |  |  |  |  |  |  |  |
| per Common Share | \$ | 0.41 | \$ | 0.19 | $116 \%$ | \$ | 0.74 | S | 0.24 | $208 \%$ |

- All divisions and regions had double-digit percentage revenue growth for the quarter and year-to-date.
- Year-to-date gross margin rate of $53^{1 / 2} 2$ percent was $5^{1 / 2}$ percentage points higher than last year's first-half rate.
- Net earnings as a percentage of sales increased to 13 percent for the year-to-date, up from 5 percent for the comparable period last year.
"Revenue growth continued to drive improved earnings in the second quarter," said Patrick J. McHale, President and Chief Executive Officer. "Sales gains were strong worldwide, with Asia Pacific leading the way with a 53 percent increase over last year. New product introductions led to improved results for the Contractor segment and solid sales growth continued in the Industrial and Lubrication segments."


## Consolidated Results

Sales for the quarter increased 25 percent in the Americas, 27 percent in Europe ( 33 percent at consistent translation rates) and 53 percent in Asia Pacific ( 47 percent at consistent translation rates). Translation rates did not have a significant impact on the overall sales increase of 30 percent. Year-to-date sales increased 17 percent in the Americas, 22 percent in Europe and 59 percent in Asia Pacific ( 51 percent at consistent translation rates). The overall year-to-date growth rate of 25 percent included 2 percentage points from translation.

Gross profit margin, expressed as a percentage of sales, was 53 percent for the quarter and $531 / 2$ year-to-date, up from $49^{1 / 2}$ percent and 48 percent, for the comparable periods last year, respectively. Higher production volume in 2010 was the major factor in the improvement in both the quarter and year-to-date rates. Costs related to workforce reductions lowered the 2009 first-half gross margin rate and the favorable effects of currency translation contributed to the increase in the 2010 year-to-date rate. Selling price increases, lower material and pension costs, and divisional mix also contributed to the increase in margin rates.

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Total operating expenses were up $\$ 7$ million year-to-date. Improved results drove the increase, mainly from higher incentives expense, partially offset by lower pension expense.

The year-to-date effective income tax rate of 35 percent for 2010 was higher than the 32 percent rate for the comparable period of 2009 . The federal R\&D credit has not been renewed for 2010, so no credit is included in the 2010 rate.

## Segment Results

Certain measurements of segment operations are summarized below:

|  | Thirteen Weeks |  |  |  |  |  | Twenty-six Weeks |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Industrial |  | Contractor |  | Lubrication |  | Industrial |  | Contractor |  | $\underline{\text { Lubrication }}$ |  |
| Net sales (in millions) | \$ | 100.5 | \$ | 73.8 | \$ | 17.8 | \$ | 197.3 | \$ | 124.6 | \$ | 35.0 |
| Net sales percentage change from last year |  | 37 \% |  | 22 \% |  | 28 \% |  | 33 \% |  | 16 \% |  | 20 \% |
| Operating earnings as a percentage of net sales |  |  |  |  |  |  |  |  |  |  |  |  |
| 2010 |  | 29 \% |  | 18 \% |  | 10 \% |  | $30 \%$ |  | 15 \% |  | $10 \%$ |
| 2009 |  | 18 \% |  | 20 \% |  | (12)\% |  | 17 \% |  | 12 \% |  | (11)\% |

All segments had double-digit percentage sales growth for the quarter and year-to-date. The Industrial segment had strong increases in all regions, including a 54 percent increase for the quarter in Asia Pacific ( 63 percent year-to-date). Stocking shipments of new products contributed to strong second quarter sales in Contractor (up 22 percent for the quarter and 16 percent year-to-date). Costs and expenses related to the new product introduction contributed to a small decrease in Contractor's operating earnings as a percentage of sales. Lubrication sales increased 28 percent for the quarter and 20 percent year-to-date, with large increases on small bases in Europe and Asia Pacific. Improved year-to-date operating earnings of all segments reflect the effects of higher sales and the lower cost structure resulting from workforce and other spending reduction actions taken in the fourth quarter of 2008 and the first quarter of 2009.

## Outlook

"Investments in new product development, international sales people and our global distribution channel are paying dividends in the form of improved results," said Patrick J. McHale, President and Chief Executive Officer. "We saw strong growth in Asia Pacific and Europe in the second quarter, and Industrial segment sales increased by 37 percent. We expect that activity in Asia will remain strong. While second quarter is generally the strongest quarter for our Contractor business, we look for modest improvement in end markets in the Americas and Europe over the last half of 2010."

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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 Annual Report to shareholders, which reflects the Company's current thinking on market trends and the Company's future financial performance at the time it is 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. Please refer to Item 1A of, and Exhibit 99 to, the Company's Annual Report on Form 10-K for fiscal year 2009 (and most recent Form 10-Q, if applicable) for a more comprehensive discussion of these and other risk factors. These reports are available on the Company's website at www.graco.com 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, July 22, 2010, at 11:00 a.m. ET, to discuss Graco's second 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. 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 July 22, 2010, by dialing 800.406 .7325 , Conference ID \#4323043, if calling within the U.S. or Canada. The dial-in number for international participants is 303.590 .3030 , with the same Conference ID \#. The replay by telephone will be available through July 25 , 2010.

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, Minneapolisbased 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.

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GRACO INC. AND SUBSIDIARIES

## Consolidated Statement of Earnings (Unaudited)

| (in thousands, except per share amounts) | Thirteen Weeks Ended |  |  |  | Twenty-six Weeks Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | June 25, 2010 |  | June 26,$2009$ |  | June 25,$2010$ |  | June 26, 2009 |  |
| Net Sales | \$ | 192,088 | \$ | 147,712 | \$ | 356,809 | \$ | 285,592 |
| Cost of products sold |  | 90,168 |  | 74,704 |  | 165,594 |  | 148,256 |
| Gross Profit |  | 101,920 |  | 73,008 |  | 191,215 |  | 137,336 |
| Product development |  | 9,472 |  | 9,781 |  | 18,946 |  | 19,832 |
| Selling, marketing and distribution |  | 32,647 |  | 28,292 |  | 61,807 |  | 60,225 |
| General and administrative |  | 20,592 |  | 16,489 |  | 38,547 |  | 32,704 |
| Operating Earnings |  | 39,209 |  | 18,446 |  | 71,915 |  | 24,575 |
| Interest expense |  | 1,041 |  | 1,221 |  | 2,121 |  | 2,587 |
| Other expense (income), net |  | (268) |  | 91 |  | (107) |  | 686 |
| Earnings Before Income Taxes |  | 38,436 |  | 17,134 |  | 69,901 |  | 21,302 |
| Income taxes |  | 13,600 |  | 5,500 |  | 24,500 |  | 6,900 |
| Net Earnings | \$ | 24,836 | \$ | 11,634 | \$ | 45,401 | \$ | 14,402 |
| Net Earnings per Common Share |  |  |  |  |  |  |  |  |
| Basic | \$ | 0.41 | \$ | 0.19 | \$ | 0.75 | \$ | 0.24 |
| Diluted | \$ | 0.41 | \$ | 0.19 | \$ | 0.74 | \$ | 0.24 |

## Weighted Average Number of Shares

| Basic | 60,597 | 59,903 | 60,402 | 59,770 |
| :--- | :---: | :---: | :---: | :---: |
| Diluted | 61,184 | 60,183 | 60,948 | 60,043 |

## Segment Information (Unaudited)

|  | Thirteen Weeks Ended |  |  |  | Twenty-six Weeks Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | June 25, 2010 |  | June 26, 2009 |  | June 25,$2010$ |  | June 26, 2009 |  |
| Net Sales |  |  |  |  |  |  |  |  |
| Industrial | \$ | 100,461 | \$ | 73,334 | \$ | 197,253 | \$ | 148,566 |
| Contractor |  | 73,782 |  | 60,386 |  | 124,579 |  | 107,834 |
| Lubrication |  | 17,845 |  | 13,992 |  | 34,977 |  | 29,192 |
| Total | \$ | 192,088 | \$ | 147,712 | S | 356,809 | \$ | 285,592 |
| Operating Earnings |  |  |  |  |  |  |  |  |
| Industrial | \$ | 29,565 | \$ | 13,435 | \$ | 60,039 | \$ | 24,930 |
| Contractor |  | 13,203 |  | 12,043 |  | 18,086 |  | 13,282 |
| Lubrication |  | 1,868 |  | $(1,745)$ |  | 3,575 |  | $(3,181)$ |
| Unallocated corporate (expense) |  | $(5,427)$ |  | $(5,287)$ |  | $(9,785)$ |  | $(10,456)$ |
| Total | \$ | 39,209 | \$ | 18,446 | \$ | 71,915 | \$ | 24,575 |

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
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