# SECURITIES AND EXCHANGE COMMISSION 

Washington, D. C. 20549
FORM 10-QSB

## [X] QUARTERLY REPORT UNDER SECTION 13 OR 15(d) OF THE SECURITIES

 EXCHANGE ACT OF 1934For the quarterly period ended December 31, 1995

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

For the transition period from to

Commission file number 0-9040
METRO TEL CORP.
DELAWARE 11-2014231

| (State of other jurisdiction of | (I.R.S.Employer |
| :--- | :---: |
| incorporation or organization) | Identification No.) |

500 North Broadway, Suite 240, Jericho, New York 11753
(516) 937-3420

Check whether the issuer; (1) filed all reports required to be filed by Section 13 or $15(\mathrm{~d})$ of the Exchange Act during the past 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days.
Yes X. No .

State the number of shares outstanding of each of the issuer's classes of common equity as of the latest practicable date:

Common Stock, $\$ .025$ par value per share - $2,004,046$ shares outstanding as of February 9, 1996.


Earnings before
provision for
$\begin{array}{llll}\text { income taxes } & 21,379 & 104,415 & 58,407 \\ 10,677\end{array}$
Provision (credit) for
income taxes $\quad 8,500 \quad 32,350 \quad 23,300 \quad(5,150)$

| Earnings per common |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Weighted average number of shares |  |  |  |  |  |  |  |  |  |

Metro Tel Corp.
Balance Sheets
(Unaudited, Note A)
ASSETS

| December 31, $\quad$ June 30, |  |
| :---: | :---: |
| 1995 | 1995 |


| Current Assets |  |  |
| :---: | :---: | :---: |
| Cash and cash equivalents | \$ 211,496 | \$ 297,157 |
| Accounts receivable, net | 578,619 | 598,281 |
| Inventories | 1,520,226 | 1,498,562 |
| Prepaid expenses and other | r 40,865 | 16,141 |
| Total current assets | 2,351,206 | 2,410,141 |
| Property and equipment - at cost |  |  |
| Machinery and equipment | 466,488 | 450,498 |
| Furniture and fixtures | 88,564 | 88,564 |
| easehold improvements | 8,765 | 8,765 |
|  | 63,817 54 | 7,827 |
| Less accumulated depreciat | tion 495,778 | 478,708 |
|  | 8,039 69 | 119 |



Metro Tel Corp.
Balance Sheets
(Unaudited, Note A)
LIABILITIES AND
STOCKHOLDERS' EQUITY

| December 31, $\quad$ June 30, |  |
| :---: | :---: |
| 1995 | 1995 |


| Current Liabilities |  |  |
| :--- | :---: | :---: |
| Accounts payable | $\$ 147,948$ | $\$ 196,378$ |
| Accrued liabilities | 131,759 | 154,156 |
| Income taxes payable | 9,924 | 30,965 |
|  |  |  |
| Total current liabilities | 289,631 | 381,499 |

## Stockholders' Equity

Preferred stock, \$1 par value, 200,000 shares authorized, none issued or outstanding Common stock, $\$ .025$ par value, $6,000,000$ shares authorized,

2,030,296 shares issued,
$\begin{array}{lrr}2,004,046 \text { shares outstanding } & 50,757 & 50,757\end{array}$
Additional paid-in capital 2,107,173 2,107,173
Retained earnings 904,231 891,352

$$
3,062,161 \quad 3,049,282
$$

Less 26,250 shares of treasury
stock - at cost
$(68,750)$
$(68,750)$

| $2,993,411$ | $2,980,532$ |
| :---: | :---: |
| $\$ 3,283,042$ | $\$ 3,362,031$ |

Metro Tel Corp.
Statements of Cash Flows
(Unaudited, Note A)

## For the six months ended

December 31,
19951994

Cash flows from operating activities

| Net earnings <br> Adjustments to reconcile net earnings <br> to cash provided by operating <br> activities | $\$ 2,879$ | 72,065 |
| :--- | :---: | :---: | :---: |
| Depreciation and amortization | 36,044 | 37,818 |
| (Increase) decrease in operating assets |  |  |
| Accounts receivable 19,662 107,609 <br> Inventories $(21,664)$ $(9,005)$ <br> Prepaid expenses and other $(24,724)$ $(22,240)$ |  |  |

Increase (decrease) in operating
liabilities

| Accounts payable | $(48,430)$ | $(3,491)$ |
| :--- | :---: | :---: |
| Accrued liabilities | $(22,397)$ | $(64,738)$ |
| Income taxes payable | $(21,041)$ | 4,318 |

Net cash provided by operating activities $\quad(69,671) \quad 122,336$

Cash flows from investing activities
Capital expenditures
$(15,990) \quad(6,795)$
Net cash used in
investing activities $\quad(6,795)$
Cash flows from financing activities
Principal payment of long term debt

Net cash used in financing
activities
$(25,000)$
Net (decrease) increase in cash and cash equivalents
$(85,661) \quad 90,541$

Cash and cash equivalents at beginning of year

297,157
180,653

Cash and cash equivalents at end of six months
\$ 211,496 \$ 271,194
Supplement disclosures of cash flow information
Cash paid during the period for

| Interest | $\$$ | -- | $\$$ | 754 |
| :--- | :---: | :---: | :---: | :--- |
| Income taxes | $\$$ | 29,540 | $\$$ | 25,489 |

[FN]

Note A - General: The accompanying unaudited financial statements have been prepared in accordance with generally accepted accounting principles for interim financial information and the instructions to Form 10-QSB related to interim period financial statements. Accordingly, these financial statements do not include certain information and footnotes required by generally accepted accounting principles for complete financial statements. However, the accompanying unaudited financial statements contain all adjustments (consisting only of normal recurring accruals) which, in the opinion of management, are necessary in order to make the financial statements not misleading. The results of operations for interim periods are not necessarily indicative of the results to be expected for the full year. For further information, refer to the Company's financial statements and footnotes thereto included in the Company's Annual Report on Form 10-KSB for the year ended June 30, 1995.

Note B - Earnings Per Common Share: Earnings per common share is based upon the weighted average number of shares of common stock outstanding during the year. Stock options have not been included in the calculation since their inclusion would not be materially dilutive.

## Management's Discussion and Analysis of

 Financial Condition and Results of Operation
## Liquidity and Capital Resources

During the six month period ended December 31, 1995, cash decreased by $\$ 85,661$. The decrease included, (i) cash used by operating activities ( $\$ 69,671$ ), resulting from a net use of $\$ 118,594$ for working capital items which offset cash provided by net income of $\$ 12,879$ and non-cash charges of $\$ 36,044$ for depreciation and amortization, (ii) cash used to purchase capital assets $(\$ 15,990)$.

The Company believes that the cash which it expects to generate from operations will be sufficient to meet operational needs.

Results of Operations
Net sales for the six month and three month periods ended December 31, 1995 decreased by $\$ 118,270(5.7 \%)$, but increased by $\$ 59,313$ (6.1\%), respectively, from the comparable periods of fiscal 1995. The decrease in sales for the six month period was mainly due to a reduction in foreign orders and a continuing reduction in sales to the Regional Bell Operating Companies (RBOCs). The increase in sales during the second quarter was attributable to the shipment of new products which offset a reduction in foreign and RBOC orders. Prices remained constant. Sales of telephone test equipment decreased by $\$ 217,474$ $(12.5 \%)$ and $\$ 68,812(8.5 \%)$ for the six month and three month periods, respectively, of fiscal 1996 from the same periods of fiscal 1995. These decreases were attributable to the reduction in sales to RBOC companies and foreign orders. Sales of customer premise equipment increased by $\$ 126,480(72.8 \%)$ and $\$ 174,581(310.2 \%)$ for the six and three month periods, respectively, of fiscal 1996 from the same periods of fiscal 1995. These increases were primarily due to increased shipments of data products (CSU/DSU). Sales of spares, repairs and miscellaneous products decreased by $\$ 29,742(19.2 \%)$ for the six month period and \$46,248 (44.6\%) for the three month period of fiscal 1996.

The Company's gross profit margin, expressed as a percentage of sales, decreased to $37.6 \%$ for the first six months of fiscal 1996 from $38.9 \%$ for the same period of fiscal 1995. Gross profit for the second quarter improved to $39.0 \%$ in fiscal 1996 from $38.8 \%$ in fiscal 1995. The changes for both periods relate to the changes in sales for the same period which affect the ability of the Company to absorb its fixed expenses.

Selling, general and administrative expenses increased by $\$ 15,738$ (2.8\%) for the six month period and decreased by $\$ 14,253(4.8 \%)$ for the three month periods, respectively, of fiscal 1996 when compared to the comparable periods of fiscal 1995. For the six month period the increase was primarily attributed to increases of sales expense due to the addition of a Vice President of Sales and Marketing, which offset reductions in royalty expenses due to the renegotiating of a royalty agreement. The decrease for the three month period was mainly due to reductions in advertising, royalties and commissions which offset increases in benefits, travel expenses and professional fees.

Research and development expenses increased by $\$ 2,785$ (1.9\%) and $\$ 7,046(9.3 \%)$ for the six and three month periods, respectively, in fiscal 1996 over fiscal 1995 due to decreases in engineering supplies and hospitalization expenses.

The provision for income taxes in the fiscal 1995 periods are lower than the statutory rates as a result of a tax refund credit.

## PART 11 - OTHER INFORMATION

Item 7. Exhibits and Reports on Form 8-K
(a) Exhibits

27 Financial Data Schedule
(b) Reports on Form 8-K

No reports on Form 8-K were filed during the quarter ended December 31, 1995.

## SIGNATURES

In accordance with the requirements of the Exchange Act, the registrant caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.

METRO-TEL CORP.
Date: February 9, 1996 By: Venerando J. Indelicato
President, Treasurer and
Principal Financial and
Chief Accounting Officer

EXHIBIT INDEX
Exhibit Number Description Page
$27 \quad$ Financial Data Schedule 10
$<$ TABLE $><$ S $><$ C $>$
<ARTICLE> 5

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