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## SCIENTIFIC INDUSTRIES INC

Form 10-Q
February 13, 2009

UNITED STATES<br>SECURITIES AND EXCHANGE COMMISSION<br>Washington, D.C. 20549<br>FORM 10-Q

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Mark One)
    X QUARTERLY REPORT UNDER SECTION 13 OR 15(d) OF THE SECURITIES
EXCHANGE ACT OF 1934
For quarterly period ended December 31, 2008
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    TRANSITION REPORT UNDER SECTION 13 OR 15 (d) OF THE SECURITIES
    EXCHANGE ACT OF 1934
For the transition period from to
Commission File Number: 0-6658

SCIENTIFIC INDUSTRIES, INC.
(Exact name of registrant as specified in its charter)
Delaware

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


| 70 Orville Drive, Bohemia, New York |
| :--- |
| (Address of principal executive offices) |

(631) 567-4700


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

Yes $\quad \mathrm{X}$ No

The number of shares outstanding of the issuer's common stock par value, $\$ 0.05$ per share, as of February 2, 2009 was $1,185,352$ shares.

PART I-FINANCIAL INFORMATION
Item 1. Financial Statements

## SCIENTIFIC INDUSTRIES, INC. AND SUBSIDIARIES <br> CONDENSED CONSOLIDATED BALANCE SHEETS




SCIENTIFIC INDUSTRIES, INC. AND SUBSIDIARIES UNAUDITED CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS

|  | ```For the Three Month Periods Ended December 31,``` |  | For the Six Periods End December 31 | Month d |
| :---: | :---: | :---: | :---: | :---: |
|  | 2008 | 2007 | 2008 | 2007 |
| Net sales | \$1,755,100 | \$1,845,600 | \$2,727,400 | \$3,345,900 |
| Cost of goods sold | 1,139,600 | 1,211,700 | 1,776,600 | 2,070,000 |
| Gross profit | 615,500 | 633,900 | 950,800 | 1,275,900 |
| Operating Expenses: |  |  |  |  |
| General \& administrative | 249,400 | 267,700 | 495,000 | 513,300 |
| Selling | 85,800 | 123,900 | 200,100 | 247,700 |
| Research \& development | 117,600 | 119,200 | 214,200 | 179,600 |
|  | 452,800 | 510,800 | 909,300 | 940,600 |
| Income from operations | 162,700 | 123,100 | 41,500 | 335,300 |
| Interest \& other |  |  |  |  |
| Income before income taxes | s 169,600 | 140,000 | 59,400 | 365,200 |
| Income tax expense (benefit): |  |  |  |  |
| Current | 58,100 | 48,200 | 36,400 | 142,200 |
| Deferred | ( 8,500) | ( 4,400) | 18,800) | ( 19,900) |
|  | 49,600 | 43,800 | 17,600 | 122,300 |
| Net income | \$ 120,000 | \$ 96,200 | \$ 41,800 | \$ 242,900 |

share \$ .10 \$ . 08 \$ . 04 \$ .21

| Diluted earnings per co share | \$ | . 10 | \$ | . 08 | \$ | . 03 | \$ | . 20 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cash dividends declared per common share | \$ | - | \$ |  | \$ | . 08 | \$ | . 07 |

See notes to unaudited condensed consolidated financial statements

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SCIENTIFIC INDUSTRIES, INC. AND SUBSIDIARIES UNAUDITED CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS

For the Six Month Periods Ended December 31, 2008 December 31, 2007

Operating activities:
Net income $\quad \$ \quad 41,800 \quad \$ \quad 242,900$
Adjustments to reconcile net income
to net cash provided by (used in) operating activities:

Depreciation and amortization 105,000 11,600
Deferred income taxes
$(18,800) \quad(19,900)$
Stock-based compensation
$1,500 \quad 1,500$
Income tax benefit of stock options exercised - 7,000
Changes in assets and liabilities:
Accounts receivable
$(228,000)$
Inventories (54,700)
(404, 000)

Prepaid expenses and other
current assets $\quad 2,000 \quad(121,700)$
Other assets

- (400)

Accounts payable
( 33,900 )
( 40,000)
Customer advances
$(379,300) \quad 1,102,300$
Accrued expenses and taxes
( 73,000)
Total adjustments
$(679,200)$

Net cash provided by (used in)
operating activities
(637, 400)
873,200

Investing activities:
Additional consideration for acquisition of Altamira Instruments, Inc.
$(144,900)$
$(102,800)$
Purchase of investment securities, available-for-sale
$(8,900) \quad(12,600)$
Redemptions of investment securities, available-for-sale 50,000 -
Capital expenditures
$(24,400) \quad(33,300)$
Purchase of intangible assets (3,400) (3,600)
Net cash used in
investing activities
$(131,600)$
( 152,300 )


See notes to unaudited condensed consolidated financial statements

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SCIENTIFIC INDUSTRIES, INC. AND SUBSIDIARIES<br>NOTES TO UNAUDITED CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

General: The accompanying unaudited interim condensed consolidated financial statements are prepared pursuant to the Securities and Exchange Commission's rules and regulations for reporting on Form 10-Q. Accordingly, certain information and footnotes required by accounting principles generally accepted in the United States for complete financial statements are not included herein. The Company believes all adjustments necessary for a fair presentation of these interim statements have been included and that they are of a normal and recurring nature. These interim statements should be read in conjunction with the Company's financial statements and notes thereto, included in its Annual Report on Form 10-KSB, for the fiscal year ended June 30, 2008. The results for the three and six months ended December 31, 2008, are not necessarily an indication of the results of the full fiscal year ending June 30, 2009.

1. Summary of significant accounting policies:

Principles of consolidation:

The accompanying consolidated financial statements include the accounts of Scientific Industries, Inc., Altamira Instruments, Inc. ("Altamira"), a Delaware corporation and wholly-owned subsidiary, and Scientific Packaging Industries, Inc., an inactive wholly-owned subsidiary (all collectively referred to as the "Company"). All material intercompany balances and transactions have been eliminated.

Stock-based compensation:

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Stock-based compensation is accounted for using Statement of Financial Accounting Standards No. 123R "Share-Based Payment", which requires compensation costs related to stock-based payment transactions to be recognized commencing with the first reporting period in our fiscal year ended June 30, 2007. With limited exceptions, the amount of compensation cost is measured based on the grant-date fair value of the equity or liability instruments issued. In addition, liability awards will be measured each reporting period. Compensation costs are recognized over the period that an employee provides service in exchange for the award.

## 2. Recent Accounting Pronouncements:

In September 2006, the Financial Accounting Standards Board ("FASB") issued Statement of Financial Accounting Standards ("SFAS") No. 157, "Fair Value Measurements," which defines fair value, establishes a framework for measuring fair value and expands disclosures about fair value measurements. SFAS No. 157 applies under other accounting pronouncements that require or permit fair value measurement. SFAS No. 157 does not require any new fair value measurements. The provisions of SFAS No. 157 are effective for financial statements issued for fiscal years beginning after November 15, 2007, and interim periods within those fiscal years. In January 2008, the FASB deferred the effective date for one year for certain non-financial assets and non-financial liabilities, except those that are
recognized or disclosed at fair value in the financial statements on a recurring basis (at least annually). The adoption of this standard and such application had no impact on the Company's financial condition, results of operations, or cash flows.

In February 2007, the FASB issued SFAS No. 159, "The Fair Value Option for Financial Assets and Financial Liabilities Including an Amendment of FASB Statement No. 115" ("SFAS No. 159"). SFAS No. 159 allows entities to choose to measure eligible financial instruments at fair value with changes in fair value recognized in earnings of each subsequent reporting date. The fair value election is available for most financial assets and liabilities on an instrument-by-instrument basis and is to be elected on the date the financial instrument is initially recognized. SFAS 159 is effective for all entities as of the beginning of a reporting entity's first fiscal year that begins after November 15, 2007 (with earlier application permitted under certain circumstances). The adoption of SFAS No. 159 had no impact on the Company's financial position or statement of operations.

In April 2008, the FASB issued FSP 142-3, "Determination of the Useful Life of Intangible Assets" ("FSP 142-3"). FSP 142-3 amends the factors that should be considered in developing renewal or extension assumptions used to determine the useful life of a recognized intangible asset under SFAS No. 142, "Goodwill and Other Intangible Assets." FSP 142-3 is effective for fiscal years beginning after December 15, 2008. The Company is currently assessing the impact of FSP 142-3 on its financial position and results of operations.
3. Acquisition of Altamira Instruments, Inc.:

On November 30, 2006, the Company acquired all of the outstanding capital stock of Altamira. The acquisition was pursuant to a Stock Purchase Agreement (the "Agreement") whereby the Company paid to the sellers $\$ 400,000$, issued to them 125,000 shares of the Company's Common Stock and agreed to make additional cash payments equal to 5\%, subject to adjustment, of the net sales of Altamira for each of five periods December 1, 2006 to June 30, 2007 , each of the fiscal years ending June 30, 2008, 2009, and 2010, and July 1, 2010 to November 30, 2010.

Altamira's principal customers are universities, government laboratories, and chemical and petrochemical companies. The instruments are customized to the customer's specifications, and are sold on a direct basis.

In conjunction with the acquisition of Altamira, management of the Company valued the tangible and intangible assets acquired, including goodwill, customer relationships, non-compete agreements, and certain technology, trade names and trademarks. The carrying amounts of goodwill and other intangible assets are presented in Note 8, "Goodwill and Other Intangible Assets" which represent the valuations determined in conjunction with the acquisition. In addition, other fair market value adjustments were made in conjunction with the acquisition, primarily adjustments to property and equipment, and inventory.

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As of December 31, 2008, the adjusted aggregate purchase price of $\$ 1,176,100$ was allocated to assets acquired and liabilities assumed as follows:

| Current assets | \$ | 734,000 |
| :---: | :---: | :---: |
| Property and equipment |  | 140,300 |
| Non-current assets |  | 25,100 |
| Goodwill |  | 199,600 |
| Other intangible assets |  | 639,000* |
| Current liabilities | ( | 561,900) |
| Adjusted purchase price |  | 176,100 |

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The Company views its operations as two segments: the manufacture and marketing of standard benchtop laboratory equipment for research in university, hospital and industrial laboratories sold primarily through laboratory equipment distributors ("Benchtop Laboratory Equipment Operations"), and the manufacture and marketing of custommade catalyst research instruments for universities, government laboratories, and chemical and petrochemical companies sold on a direct basis ("Catalyst Research Instruments Operations").

Segment information is reported as follows:

| Benchtop | Catalyst | Corporate |  |
| :---: | :---: | :---: | :---: |
| Laboratory | Research | and |  |
| Equipment | Instruments | Other | Consolidated |

Three months ended December 31, 2008:

| Net Sales | $\$ 1,015,900$ | $\$$ | 739,200 | $\$$ | - |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Foreign Sales | 645,200 |  | 22,200 | - | $\$ 1,755,100$ |
| Segment Profit | 109,400 | 53,300 | 6,900 | 169,600 |  |
| Segment Assets | $2,325,700$ | $1,033,300$ | 886,200 | $4,245,200$ |  |
| Long-Lived Asset |  | 1,500 | 17,200 | - | 18,700 |
| $\quad$ Expenditures |  |  |  |  |  |
| Depreciation and <br> Amortization | 14,500 | 37,500 | - | 52,000 |  |

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| Benchtop <br> Laboratory <br> Equipment |  | Catalyst <br> Research <br> Instruments |  |  | Corpor <br> and <br> Other | Consolidated |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| December 31, 2007: |  |  |  |  |  |  |
| \$ | 988,800 | \$ | 856,800 | \$ |  | \$1,845,600 |
|  | 579,500 |  | - |  | - | 579,500 |
|  | 29,900 |  | 96,400 |  | 13,700 | 140,000 |
| 12,100 |  |  | 2,000 |  | - | 14,100 |
| 14,800 |  |  | 41,000 |  | - | 55,800 |

Approximately $69 \%$ and $71 \%$ of net sales of benchtop laboratory equipment for the three month periods ended December 31, 2008 and 2007, respectively, were derived from the Company's main product, the Vortex-Genie $2(R)$ mixer, excluding accessories.

Two benchtop laboratory equipment customers accounted in the aggregate for approximately $30 \%$ of the segment's net sales (17\% of total net sales) and $27 \%$ of the segment's net sales ( $14 \%$ of total net sales) for the three month periods ended December 31, 2008 and 2007, respectively. One of the two customers, a major distributor, which accounted for approximately $14 \%$ and $15 \%$ of the segment's net sales for the three month periods ended December 31, 2008 and 2007, respectively ( $8 \%$ of total net sales for each period) discontinued
the inclusion of the Company's benchtop laboratory equipment products in its new catalog which was released in January 2009. While the customer is continuing to sell the products through its website, Company advertisements in the distributor's interim publications, and directly upon customer requests, to mitigate the possible material adverse effect of the discontinuance, the Company plans to increase advertisements in the distributor's interim publications, and expand its selling efforts with a view to increasing sales to other existing distributors. No assurances can be given that the Company will be successful in those efforts.

Sales of catalyst research instruments are generally pursuant to large orders averaging more than $\$ 100,000$ per order to a limited numbers of customers. Three and two customers accounted for $96 \%$ and $84 \%$ of that segment's net sales (38\% and 39\% of total net sales) for the three months ended December 31, 2008 and 2007 , respectively.


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| Benchtop | Catalyst | Corporate |  |
| :---: | :---: | :---: | :---: |
| Laboratory | Research | and |  |
| Equipment | Instruments | Other | Consolidated |

Six months ended December 31, 2007:

| Net Sales | $\$ 1,936,300$ | $\$ 1,409,600$ | $\$$ | - | $\$ 3,345,900$ |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Foreign Sales | 986,900 | 347,800 | - | $1,334,700$ |  |
| Segment Profit | 193,500 | 147,600 | 24,100 | 365,200 |  |
| Long-Lived Asset |  |  |  |  | 3,300 |
| $\quad$ Expenditures |  |  |  |  |  |
| Depreciation and |  |  |  |  |  |
| Amortization | 26,000 | 7,300 | - | 111,600 |  |

Approximately 69\% and $70 \%$ of net sales of benchtop laboratory equipment for the six month periods ended December 31, 2008 and 2007, respectively, were derived from the Company's main product, the Vortex-Genie $2(R)$ mixer, excluding accessories.

Two benchtop laboratory equipment customers, accounted in the
aggregate for approximately $31 \%$ of the segment's net sales for each six month period (22\% and 18\% of total net sales for the 2008 and 2007 periods, respectively). One of the two, the major distributor discussed in this footnote (which discontinued the inclusion of the Company's products in its new catalog), accounted for approximately $17 \%$ and $20 \%$ of the segment's net sales for the 2008 and 2007 six month periods, respectively, (12\% of total net sales for each period).

Sales of catalyst research instruments to three customers, accounted for approximately $78 \%$ of that segment's net sales (23\% of total net sales) for the six months ended December 31, 2008. Sales to three other customers accounted for $72 \%$ of the segment's net sales $(30 \%$ of total net sales) for the six month period ended December 31, 2007.

The Company's foreign sales are principally made to customers in Europe and Asia.
5. Inventories:

Inventories for interim financial statement purposes are based on perpetual inventory records at the end of the applicable period. Components of inventory are as follows:

| $\begin{gathered} \text { December } 31, \\ 2008 \end{gathered}$ | $\begin{gathered} \text { June } 30, \\ 2008 \end{gathered}$ |
| :---: | :---: |
| \$1,120, 200 | \$1,037,900 |
| 298,100 | 288,600 |
| 157,800 | 194,900 |
| \$1,576,100 | \$1,521,400 |

6. Earnings per common share:

Basic earnings per common share are computed by dividing net income by the weighted-average number of shares outstanding. Diluted earnings per common share include the dilutive effect of stock options, if any.

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Earnings (loss) per common share was computed as follows:

| For the Th Periods En December | $\begin{aligned} & \text { cee Month } \\ & \text { ded } \end{aligned}$ | ```For the Six Month Periods Ended December 31,``` |  |
| :---: | :---: | :---: | :---: |
| 2008 | 2007 | 2008 | 2007 |
| \$ 120,000 | \$ 96,200 | \$ 41,800 | \$ 242,900 |
| 1,181,352 | 1,145,569 | 1,181,352 | $1,145,461$ |
| 28,246 | 52,901 | 32,516 | 53,093 |

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Approximately 6,500 shares of the Company's common stock issuable upon the exercise of outstanding options were excluded from the calculation of diluted earnings per common share for the three and six months ended December 31, 2008, because the effect would be anti-dilutive.
7. Comprehensive Income (Loss):

Statement of Financial Accounting Standards No. 130, "Reporting Comprehensive Income" establishes standards for disclosure of comprehensive income or loss, which includes net income and any changes in equity from non-owner sources that are not recorded in the income statement (such as changes in the net unrealized gains or losses on securities.) The Company's only source of other comprehensive income is the net unrealized gain or loss on securities. The components of comprehensive income (loss) were as follows:

|  | ```For the Three Month Periods Ended December 31,``` |  |  | For the Six Month <br> Periods Ended <br> December 31, |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2008 |  | 2007 | 2008 | 2007 |
| Net Income | \$120,000 | \$ | 96,200 | \$ 41,800 | \$242,900 |
| Other comprehensive (loss): |  |  |  |  |  |
| Unrealized holding loss arising during period, net of tax | ( 32,200) | ( | 6,200) | ( 48,400) | ( 8,400) |
| Comprehensive income (loss) | \$ 87,800 | \$ | 90,000 | (\$ 6,600) | \$234,500 |

8. Goodwill and Other Intangible Assets:

In conjunction with the acquisition of Altamira, management of the Company evaluated the tangible and intangible assets acquired, including customer relationships, non-compete agreements and technology which encompasses trade names, trademarks and licenses. The acquisition agreement provides contingent additional payments to

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shareholders based on net sales of the catalyst research instrument operations subject to certain limits, which are expected to be earned and paid. Additional consideration accrued for the six months ended December 31, 2008 amounted to $\$ 41,200$, which resulted in an
increase of goodwill to $\$ 199,600$ at December 31, 2008 from $\$ 158,400$ at June 30, 2008.

The components of other intangible assets are as follows:

|  | Useful <br> Lives | Cost | Accumulated Amortization | Net |
| :---: | :---: | :---: | :---: | :---: |
| At December 31, 2008: |  |  |  |  |
| Technology | 5 yrs. | \$300, 000 | \$125,000 | \$175,000 |
| Customer relationships | 10 yrs. | 237,000 | 112,600 | 124,400 |
| Non-compete agreement | 5 yrs. | 102,000 | 42,500 | 59,500 |
| Other intangible assets | 5 yrs. | 118,800 | 88,800 | 30,000 |
|  |  | \$757, 800 | \$ 368,900 | \$388,900 |
|  | Useful |  | Accumulated |  |
|  | Lives | Cost | Amortization | Net |
| At June 30, 2008: |  |  |  |  |
| Technology | 5 yrs. | \$300, 000 | \$ 95,000 | \$205,000 |
| Customer relationships | 10 yrs. | 237,000 | 90,600 | 146,400 |
| Non-compete agreement | 5 yrs. | 102,000 | 32,300 | 69,700 |
| Other intangible assets | 5 yrs. | 115,500 | 82,000 | 33,500 |
|  |  | \$754,500 | \$299,900 | \$454,600 |

Total amortization expense was $\$ 34,100$ and $\$ 38,300$ for the three months ended December 31, 2008 and 2007, respectively and $\$ 69,000$ and $\$ 78,100$ for the six months ended December 31, 2008 and 2007 , respectively. As of December 31, 2008, estimated future amortization expense related to intangible assets is $\$ 62,300$ for the last six months of fiscal year ending June 30, 2009, $\$ 119,600$ for fiscal 2010, $\$ 107,900$ for fiscal 2011, $\$ 51,000$ for fiscal 2012, $\$ 11,500$ for fiscal 2013, and $\$ 36,600$ thereafter.
9. Line of Credit

The Company has a line of credit with Capital One Bank, N.A. ("Bank"), which provides for maximum borrowings of up to $\$ 500,000$. Interest is charged at the Bank's prime rate, which was 3.25\% as of December 31, 2008. The Company had borrowings outstanding of $\$ 50,000$ under this line of credit as of December 31, 2008.

The line of credit is collaterized by the Company's assets to the extent borrowed and outstanding and all outstanding amounts are due and payable on November 1, 2009.

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Certain statements contained in this report are not based on historical facts, but are forward-looking statements that are based upon various assumptions about future conditions. Actual events in the future could differ materially from those described in the forward-looking information. Numerous unknown factors and future events could cause such differences, including but not limited to, product demand, market acceptance, impact of competition, the ability to reach final agreements, the ability to finance and produce catalyst research instruments to customers' satisfaction, adverse economic conditions, and other factors affecting the Company's business that are beyond the Company's control. Consequently, no forward-looking statement can be guaranteed.

We undertake no obligation to publicly update forward-looking statements, whether as a result of new information, future events or otherwise.

Liquidity and Capital Resources

Cash and cash equivalents decreased by $\$ 719,000$ to $\$ 346,500$ as of December 31, 2008 from $\$ 1,065,500$ as of June 30,2008 primarily due to the significant use in the 2008 period of cash advanced in the prior year period and significantly lower new cash advances from catalyst research instruments customers.

Net cash used in operating activities was $\$ 637,400$ for the six months ended December 31, 2008 as compared to net cash provided by operating activities of $\$ 873,200$ for the comparable six month period in 2007; the change was due mainly to the use of a substantial amount of the cash advanced in the prior year period from catalyst research instruments customers, and lower income. Cash used in investing activities was $\$ 131,600$ for the six months ended December 31, 2008, compared to $\$ 152,300$ for the six months ended December 31, 2007 mainly due to investment redemptions during the current year period. Net cash provided by financing activities increased to $\$ 50,000$ compared to $\$ 16,000$ for the 2007 period due to a $\$ 50,000$ borrowing under the Company's line of credit with its bank.

On September 26, 2008, the Board of Directors of the Company declared a cash dividend of $\$ .08$ per share of Common Stock which was paid on January 15, 2009 to holders of record as of the close of business on October 27, 2008.

The Company's working capital decreased by $\$ 68,600$ to $\$ 2,707,600$ as of December 31, 2008 from working capital of $\$ 2,776,200$ at June 30, 2008 mostly due to lower income for the six months ended December 31, 2008. The Company has available for its working capital needs, a new one-year line of credit of $\$ 500,000$ with Capital One Bank, N.A. replacing an unused $\$ 200,000$ line of credit originally made available to the Company in November 2003. The Company had borrowings of $\$ 50,000$ outstanding under this line at December 31, 2008. Advances under the line are secured by the Company's assets and bears interest at the bank's prime rate. Management believes that the Company will be able to meet its cash flow needs during the 12 months ending December 31, 2009 from its available financial resources including the remaining line of credit amount, its cash and investment securities, and operations.

Results of Operations

Financial Overview

The Company's income before income taxes was $\$ 169,600$ and $\$ 59,400$, respectively, for the three and six month periods ended December 31, 2008 compared to $\$ 140,000$ and $\$ 365,200$ for the 2007 periods. For the comparative three month periods, the benchtop laboratory equipment operations had an increase in profits of $\$ 79,500$ (266\%) principally due to higher sales and gross margins, and lower research and development expenses, while the catalyst research instruments operations experienced a decrease in profits of $\$ 43,100$ (45\%), mainly the result of lower sales. For the comparative six month periods, the benchtop laboratory equipment operations' profits were approximately the same. The catalyst research instruments operations, however, incurred a loss of $\$ 157,900$ for the six months ended December 31, 2008 as compared to a profit of $\$ 147,600$ for the prior year six month period. The loss was the result of lower sales due to slower order input and to a lesser extent, increased research and development expenses for new product development, which was partially offset by lower sales commissions. Sales by the catalyst research instrument operations comprise a small number of large orders, (typically averaging more than $\$ 100,000$ each) and as a result, the segment experiences significant swings in its revenues and results. As of December 31, 2008, backlog for this segment was $\$ 828,000$, substantially all of which is expected to be shipped and recognized in the current fiscal year.

While the slowdown in the nation's economy has had to date only a limited adverse effect on the Company's operations, no representation can be made as to the adverse effect and its duration on the company's results particularly as to research grants to customers which fund in part their benchtop laboratory equipment purchases and the financings of potential customers for the purchase of catalyst research instruments.

The Three Months Ended September 30, 2008 Compared With the Three Months Ended September 30, 2007

Net sales for the three months ended December 31, 2008 decreased $\$ 90,500$ (4.9\%) to $\$ 1,755,100$ from $\$ 1,845,600$ for the three months ended December 31, 2007 as a result of lower sales of catalyst research instruments. Sales of benchtop laboratory equipment products generally are pursuant to many small purchase orders from distributors. The Company learned in January 2009 that the new catalog of one of its distributors, to which the Company had sales accounting for $14 \%$ and $15 \%$ of the segment's net sales for the three months ended December 31, 2008 and 2007, respectively, no longer includes the Company's products. The products will continue to be offered by the distributor through its website, advertisements in distributor's interim publications, and by telephone inquiries. To mitigate the possible adverse effect, the Company plans to increase its advertisements in the distributor's interim publications and expand its selling efforts to other distributors. No assurances can be given that such efforts will be successful.

Sales of the catalyst research instruments are comprised of a small number of larger orders, typically averaging over $\$ 100,000$ each; hence sales revenues are subject to significant swings. As of December 31, 2008

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there was a backlog of $\$ 828,000$ for catalyst research instruments (substantially all of which is expected to be shipped and recognized in the current fiscal year) compared to $\$ 1,600,000$ as of December 31, 2007.

The gross profit percentage for the three months ended December 31, 2008 increased to $35.1 \%$ from $34.3 \%$ for the three months ended December 31, 2007, mainly due to lower direct labor and overhead costs for the benchtop laboratory equipment operations and the product mix for the catalyst research instrument operations.

General and administrative expenses ("G\&A") for the three month comparative periods ended December 31, 2008 and December 31, 2007 decreased slightly by $\$ 18,300$ ( $6.8 \%$ ) to $\$ 249,400$ from $\$ 267,700$ primarily as a result of lower executive compensation.

Selling expenses for the three months ended December 31, 2008 decreased $\$ 38,100(30.8 \%)$ to $\$ 85,800$ compared to $\$ 123,900$ for the three months ended December 31, 2007, due primarily to lower commissions with respect to sales of catalyst research instruments. The Company intends to expand its benchtop laboratory equipment sales efforts to include the engagement of one full-time sales person.

Interest and other income for the three months ended December 31, 2008 decreased by $\$ 10,000$ (59.2\%) to $\$ 6,900$ compared to $\$ 16,900$ for the three months ended December 31, 2007 as a result of the reduction of the balances of cash and investments.

Income tax expense for the three months ended December 31, 2008 was $\$ 49,600$ compared to $\$ 43,800$ for the three months ended December 31, 2007, mainly due to the higher income.

As a result of the foregoing, net income for the three months ended December 31, 2008 was $\$ 120,000$, an increase of $\$ 23,800$ (24.7\%) from $\$ 96,200$ for the three months ended December 31, 2007.

The Six Months Ended December 31, 2008 Compared With the Six Months Ended December 31, 2007

Net sales for the six months ended December 31, 2008 decreased by $\$ 618,500(18.5 \%)$ to $\$ 2,727,400$ compared to $\$ 3,345,900$ for the six months ended December 31, 2007, due to a $\$ 584,600$ reduction in catalyst research instruments net sales, and a $\$ 33,900$ reduction in benchtop laboratory equipment sales. Sales of benchtop laboratory equipment products generally are comprised of many small purchase orders from distributors. The Company learned in January 2009 that the new catalog of one of its distributors, sales to which accounted for $17 \%$ and $20 \%$ of the segment's net sales for the six month periods ended December 31, 2008, and 2007, respectively, no longer includes the Company's products. The products will continue to be offered by the distributors through its website, advertisements in distributor's interim publications, and by telephone inquiries. To mitigate the possible adverse effect, the Company plans to increase its advertisements in the distributor's interim publications and expand its selling efforts to other distributors. No assurances can be given that such efforts will be successful.

Sales of catalyst research instruments are comprised of a small number of large orders, typically averaging over $\$ 100,000$ each; hence revenues are subject to significant swings. As of December 31, 2008 there was a backlog of $\$ 828,000$ for the catalyst research instruments compared to $\$ 1,600,000$ as of December 31, 2007 .

The gross profit percentage for the six months ended December 31, 2008 decreased to $34.9 \%$ compared to $38.1 \%$ for the six months ended December 31, 2007, mainly due to lower net sales for the catalyst research instruments operations.

G \& A expenses for the six months ended December 31, 2008 decreased slightly by $\$ 18,300$ (3.6\%) to $\$ 495,000$ from $\$ 513,300$ for the comparable period last year, primarily as a result of lower executive compensation.

Selling expenses for the six months ended December 31, 2008 decreased by $\$ 47,600(19.2 \%)$ to $\$ 200,100$ from $\$ 247,700$ for the six months ended December 31, 2007, due primarily to lower commissions with respect to catalyst research instruments sales.

Research and development expenses for the six months ended December 31, 2008 increased $\$ 34,600$ (19.3\%) to $\$ 214,200$ compared to $\$ 179,600$ for the six months ended December 31, 2007, primarily the result of an increase in catalyst research instruments product development.

Interest and other income for the six month periods ended December 31, 2008 decreased by $\$ 12,000(40.1 \%)$ to $\$ 17,900$ compared to $\$ 29,900$ for the six months ended December 31, 2007, mainly the effect of smaller cash and investment securities balances.

Income tax expense for the six months ended December 31, 2008 was $\$ 17,600$ compared to $\$ 122,300$ for the six months ended December
31, 2007, mainly due to the lower income.
As a result of the foregoing, net income for the six months ended December 31, 2008 was $\$ 41,800$, a decrease of $\$ 201,100$ ( $82.8 \%$ ) from $\$ 242,900$ for the six months ended December 31, 2007.

Item 4. Controls and Procedures

Evaluation of Disclosure Controls and Procedures. As of the end of the period covered by this report, based on an evaluation of the Company's disclosure controls and procedures (as defined in Rules 13a-15 (e) and 15d-15 (e) under the Securities Exchange Act of 1934), the Chief Executive and Chief Financial Officer of the Company has concluded that the Company's disclosure controls and procedures are effective to ensure that information required to be disclosed by the Company in its Exchange Act reports is recorded, processed, summarized and reported within the applicable time periods specified by the SEC's rules and forms. The Company also concluded that information required to be disclosed in such reports is accumulated and communicated to the Company's management, including its principal executive and principal financial officer, as appropriate to allow timely decisions regarding required disclosure.

Changes in Internal Control Over Financial Reporting. There was no change
in the Company's internal controls over financial reporting that occurred during the most recent fiscal quarter that materially affected or is reasonably likely to materially affect the Company's internal controls over financial reporting.

Part II OTHER INFORMATION

Item 6. Exhibits and Reports on Form 8-K
(a) Exhibit Number: Description
31.1 Certification of Chief Executive Officer and Chief Financial Officer pursuant to Section 302 of the Sarbanes-Oxley Act of 2002 .
32.1 Certification of Chief Executive Officer and Chief Financial Officer pursuant to Section 906 of the Sarbanes-Oxley Act of 2002.
(b) Reports on Form 8-K:

On October 30, 2008 Registrant filed a Report on Form 8-K, reporting under Item 1.01.

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.

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Scientific Industries, Inc.
Registrant
/s/ Helena R. Santos
Helena R. Santos
President, Chief Executive Officer
and Treasurer
Principal Executive, Financial and
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[^0]:    *Of the $\$ 639,000$ of other intangible assets, $\$ 237,000$ was allocated to customer relationships with a weighted-average estimated useful life of 10 years, $\$ 300,000$ was allocated to technology including trade names and trademarks with a useful life of 5 years, and $\$ 102,000$ was allocated to a non-compete agreement with a useful life of 5 years. The other intangible assets are being amortized on a straight-line basis except that the amount allocated to the customer relationships is being amortized on an accelerated (declining balance) method.
    4. Segment Information and Concentrations:

