


```
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<TD WIDTH="11%"><FONT SIZE=2>Item 2.</FONT></TD>
<TD WIDTH="2%"><FONT SIZE=2>&nbsp;</FONT></TD>
<TD WIDTH="76%"><FONT SIZE=2>Management's Discussion and Analysis of Financial Condition and Results of
Operations</FONT></TD>
<TD WIDTH="2%"><FONT SIZE=2>&nbsp;</FONT></TD>
<TD WIDTH="8%" ALIGN="RIGHT"><FONT SIZE=2>8</FONT></TD>
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<TR BGCOLOR="White" VALIGN="TOP">
<TD WIDTH="11%"><FONT SIZE=2>PART II.</FONT></TD>
<TD WIDTH="2%"><FONT SIZE=2>&nbsp;</FONT></TD>
<TD WIDTH="76%"><FONT SIZE=2><I>OTHER INFORMATION</I></FONT></TD>
<TD WIDTH="2%"><FONT SIZE=2>&nbsp;</FONT></TD>
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<TD WIDTH="76%"><FONT SIZE=2><I>SIGNATURES</I></FONT></TD>
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<H2><FONT SIZE=3 > </FONT></H2>
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<P ALIGN="CENTER"><FONT SIZE=2><A
NAME="de2888_part_i_#151;financial_information"> </A></FONT><FONT SIZE=2><B>PART I#151;FINANCIAL INFORMATION </B>
</FONT></P>

<P><FONT SIZE=2><A
NAME="de2888_item_1_financial_statements"> </A></FONT><FONT SIZE=2><B>Item 1. Financial Statements </B></FONT></P>

<P ALIGN="CENTER"><FONT SIZE=2><B>THE CHROMALINE CORPORATION<BR>
CONSOLIDATED BALANCE SHEETS</B></FONT></P>

<!-- User-specified TAGGED TABLE -->
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<TH WIDTH="2%"><FONT SIZE=1>&nbsp;</FONT></TH>
<TH WIDTH="15%" COLSPAN=2 ALIGN="CENTER"><FONT SIZE=1><B>September 30<BR>
1999</B></FONT><HR NOSHADE</TH>
<TH WIDTH="2%"><FONT SIZE=1>&nbsp;</FONT></TH>
<TH WIDTH="15%" COLSPAN=2 ALIGN="CENTER"><FONT SIZE=1><B>December 31<BR>
1998</B></FONT><HR NOSHADE</TH>
</TR>
<TR VALIGN="BOTTOM">
<TH WIDTH="66%" ALIGN="LEFT"><FONT SIZE=1>&nbsp;</FONT><BR></TH>
<TH WIDTH="2%"><FONT SIZE=1>&nbsp;</FONT></TH>
<TH WIDTH="15%" COLSPAN=2 ALIGN="CENTER"><FONT SIZE=1><B>(unaudited)<BR></B></FONT><BR></TH>
<TH WIDTH="2%"><FONT SIZE=1>&nbsp;</FONT></TH>
<TH WIDTH="15%" COLSPAN=2 ALIGN="LEFT"><FONT SIZE=1>&nbsp;</FONT><BR></TH>
</TR>
<TR BGCOLOR="#CCEEFF" VALIGN="BOTTOM">
<TD WIDTH="100%" COLSPAN=7 ALIGN="CENTER"><FONT SIZE=2><B>ASSETS</B></FONT></TD>
</TR>
<TR BGCOLOR="White" VALIGN="BOTTOM">
<TD WIDTH="66%"><FONT SIZE=2>CURRENT ASSETS:</FONT></TD>
<TD WIDTH="2%"><FONT SIZE=2>&nbsp;</FONT></TD>
<TD WIDTH="2%"><FONT SIZE=2>&nbsp;</FONT></TD>
<TD WIDTH="13%"><FONT SIZE=2>&nbsp;</FONT></TD>
<TD WIDTH="2%"><FONT SIZE=2>&nbsp;</FONT></TD>
<TD WIDTH="2%"><FONT SIZE=2>&nbsp;</FONT></TD>
<TD WIDTH="2%"><FONT SIZE=2>&nbsp;</FONT></TD>
<TD WIDTH="12%"><FONT SIZE=2>&nbsp;</FONT></TD>
</TR>
<TR BGCOLOR="#CCEEFF" VALIGN="BOTTOM">
<TD WIDTH="66%"><FONT SIZE=2>Cash and cash equivalents</FONT></TD>
<TD WIDTH="2%"><FONT SIZE=2>&nbsp;</FONT></TD>
<TD WIDTH="2%"><FONT SIZE=2>$</FONT></TD>
<TD WIDTH="13%" ALIGN="RIGHT"><FONT SIZE=2>641,184</FONT></TD>
<TD WIDTH="2%"><FONT SIZE=2>&nbsp;</FONT></TD>
<TD WIDTH="2%"><FONT SIZE=2>$</FONT></TD>
<TD WIDTH="12%" ALIGN="RIGHT"><FONT SIZE=2>274,757</FONT></TD>
</TR>
<TR BGCOLOR="White" VALIGN="BOTTOM">
<TD WIDTH="66%"><FONT SIZE=2>Trade receivables, less allowance for doubtful accounts of $14,542 and $14,400
respectively</FONT></TD>
<TD WIDTH="2%"><FONT SIZE=2>&nbsp;</FONT></TD>
```


| | |
|---|-----------|
| Land and building | |
| | 1,279,978 |
| | 1,171,560 |
| Machinery and equipment | |
| | 2,198,156 |
| | 1,991,566 |
| Office equipment | |
| | 556,953 |
| | 516,935 |
| Vehicles | |
| | 231,291 |
| | 199,335 |
| &hr/> | |
| | |
| | |
| | |
| | 4,266,378 |
| | 3,879,396 |
| Less accumulated depreciation | |
| | 2,703,845 |
| | 2,455,816 |
| &hr/> | |
| | |
| | |
| | |
| | |
| | 1,562,533 |
| | 1,423,580 |
| PATENTS, net of amortization of \$12,700 and \$5,752 respectively | |
| | 96,767 |
| | 103,715 |

| | |
|--------------------------------------|--|
| | |
| 38,733 | |
| DEFERRED TAXES | |
| 43,000 | |
| | |
| 6,168,294 | |
| | |
| 5,260,643 | |
| | |
| LIABILITIES AND STOCKHOLDERS' EQUITY | |
| CURRENT LIABILITIES: | |
| Accounts payable | |
| 355,317 | |
| Accrued expenses | |
| 192,195 | |
| Accrued legal costs (Note 3) | |
| 63,324 | |
| Income taxes payable | |

| | |
|----------------------------|-----------|
| Total stockholders' equity | |
| | 5,464,241 |
| | 4,859,833 |
| Total | |
| 6,168,294 | |
| 5,260,643 | |

See notes to consolidated financial statements.

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<!-- Generated by Merrill Corporation (www.merrillcorp.com) -->

 <P ALIGN="CENTER">THE CHROMALINE CORPORATION

 CONSOLIDATED STATEMENTS OF EARNINGS (Unaudited)</P>

| | Three Months Ended September 30 | | Nine Months Ended September 30 |
|---------------------|---------------------------------|--|--------------------------------|
| | 1999 | | 1999 |
| | 1998 | | 1998 |
| | 2,474,172 | | 7,262,074 |
| | 2,301,762 | | 7,028,881 |
| COSTS AND EXPENSES: | | | |

notes to consolidated financial statements.</P>

<P>

<!-- ZEQL=1,SEQ=4,EFW="9927326",CP="CHROMALINE CORPORATION",DN="1",FOLIO=4,FILE='DISK037:
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<!-- Generated by Merrill Corporation (www.merrillcorp.com) -->

<P ALIGN="CENTER">THE CHROMALINE CORPORATION

CONSOLIDATED STATEMENTS OF CASH FLOWS (Unaudited)</P>

<!-- User-specified TAGGED TABLE -->

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<TR VALIGN="BOTTOM">

<TH WIDTH="69%" ALIGN="LEFT">
</TH>

<TH WIDTH="2%"> </TH>

<TH WIDTH="28%" COLSPAN=5 ALIGN="CENTER">Nine Months

Ended September 30<HR NOSHADE></TH>

<TH WIDTH="1%"> </TH>

</TR>

<TR VALIGN="BOTTOM">

<TH WIDTH="69%" ALIGN="LEFT">
</TH>

<TH WIDTH="2%"> </TH>

<TH WIDTH="13%" COLSPAN=2 ALIGN="CENTER">1999<HR NOSHADE></TH>

<TH WIDTH="2%"> </TH>

<TH WIDTH="13%" COLSPAN=2 ALIGN="CENTER">1998<HR NOSHADE></TH>

<TH WIDTH="1%"> </TH>

</TR>

<TR BGCOLOR="#CCEEFF" VALIGN="BOTTOM">

<TD WIDTH="69%">CASH FLOWS FROM OPERATING ACTIVITIES:</TD>

<TD WIDTH="2%"> </TD>

<TD WIDTH="2%"> </TD>

<TD WIDTH="10%"> </TD>

<TD WIDTH="2%"> </TD>

<TD WIDTH="2%"> </TD>

<TD WIDTH="10%"> </TD>

<TD WIDTH="1%"> </TD>

</TR>

<TR BGCOLOR="White" VALIGN="BOTTOM">

<TD WIDTH="69%">Net income</TD>

<TD WIDTH="2%"> </TD>

<TD WIDTH="2%">\$</TD>

<TD WIDTH="10%" ALIGN="RIGHT">593,611</TD>

<TD WIDTH="2%"> </TD>

<TD WIDTH="2%">\$</TD>

<TD WIDTH="10%" ALIGN="RIGHT">712,935</TD>

<TD WIDTH="1%"> </TD>

</TR>

<TR BGCOLOR="#CCEEFF" VALIGN="BOTTOM">

<TD WIDTH="69%">Adjustments to reconcile net income to net cash provided by operating activities:

</TD>

<TD WIDTH="2%"> </TD>

<TD WIDTH="2%"> </TD>

<TD WIDTH="10%"> </TD>

<TD WIDTH="2%"> </TD>

<TD WIDTH="2%"> </TD>

<TD WIDTH="10%"> </TD>

<TD WIDTH="1%"> </TD>

</TR>

<TR BGCOLOR="White" VALIGN="BOTTOM">

<TD WIDTH="69%">Depreciation and amortization</TD>

<TD WIDTH="2%"> </TD>

<TD WIDTH="2%"> </TD>

<TD WIDTH="10%" ALIGN="RIGHT">254,789</TD>

<TD WIDTH="2%"> </TD>

<TD WIDTH="2%"> </TD>

<TD WIDTH="10%" ALIGN="RIGHT">200,248</TD>

<TD WIDTH="1%"> </TD>

</TR>

<TR BGCOLOR="#CCEEFF" VALIGN="BOTTOM">

<TD WIDTH="69%">Loss on disposal of assets</TD>

<TD WIDTH="2%"> </TD>

<TD WIDTH="2%"> </TD>

<TD WIDTH="10%" ALIGN="RIGHT"> </TD>

<TD WIDTH="2%"> </TD>

<TD WIDTH="2%"> </TD>

<TD WIDTH="10%" ALIGN="RIGHT">14,789</TD>

<TD WIDTH="1%"> </TD>

</TR>

<TR BGCOLOR="White" VALIGN="BOTTOM">

<TD WIDTH="69%">Deferred income taxes</TD>

<TD WIDTH="2%"> </TD>

<TD WIDTH="2%"> </TD>

<TD WIDTH="10%"> </TD>

| | |
|---|-----------|
| Accrued legal costs | |
| | (22,891) |
| Income taxes payable | |
| | 161,530 |
| Net cash provided by operating activities | |
| | 722,182 |
| CASH FLOWS FROM INVESTING ACTIVITIES: | |
| | (386,982) |
| Purchase of property and equipment | |
| | (265,015) |
| Proceeds from sale of investments | |
| | 22,529 |
| Purchase of patents | |
| | (106,798) |

| | |
|--|--------------------------|
| | |
| Net cash used in investing activities | |
| | (364,453) |
| | |
| CASH FLOWS FROM FINANCING ACTIVITIES: | |
| | Payments on note payable |
| | (21,897) |
| | |
| Proceeds from exercise of stock options | |
| | 8,698 |
| | 66,586 |
| | |
| Net cash provided by financing activities | |
| | 44,689 |
| | |
| NET INCREASE IN CASH AND CASH EQUIVALENTS | |
| | 366,427 |
| | 20,595 |
| | |
| CASH AND CASH EQUIVALENTS AT BEGINNING OF PERIOD | |
| | 274,757 |
| | 732,381 |

<TD WIDTH="1%"> </TD>
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<TR VALIGN="TOP">
<TD WIDTH="69%"> </TD>
<TD WIDTH="2%"> </TD>
<TD WIDTH="13%" COLSPAN=2 ALIGN="RIGHT"><HR NOSHADE></TD>
<TD WIDTH="2%"> </TD>
<TD WIDTH="13%" COLSPAN=2 ALIGN="RIGHT"><HR NOSHADE></TD>
<TD WIDTH="1%"> </TD>
</TR>
<TR BGCOLOR="#CCEEFF" VALIGN="BOTTOM">
<TD WIDTH="69%">CASH AND CASH EQUIVALENTS AT END OF PERIOD</TD>
<TD WIDTH="2%"> </TD>
<TD WIDTH="2%">\$</TD>
<TD WIDTH="10%" ALIGN="RIGHT">641,184</TD>
<TD WIDTH="2%"> </TD>
<TD WIDTH="2%">\$</TD>
<TD WIDTH="10%" ALIGN="RIGHT">752,976</TD>
<TD WIDTH="1%"> </TD>
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<TD WIDTH="69%"> </TD>
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<TD WIDTH="13%" COLSPAN=2 ALIGN="RIGHT"><HR NOSHADE SIZE=4></TD>
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<TD WIDTH="13%" COLSPAN=2 ALIGN="RIGHT"><HR NOSHADE SIZE=4></TD>
<TD WIDTH="1%"> </TD>
</TR>
<TR BGCOLOR="White" VALIGN="BOTTOM">
<TD WIDTH="69%">SUPPLEMENTAL DISCLOSURES OF CASH FLOW INFORMATION:</TD>
<TD WIDTH="2%"> </TD>
<TD WIDTH="2%"> </TD>
<TD WIDTH="10%"> </TD>
<TD WIDTH="2%"> </TD>
<TD WIDTH="2%"> </TD>
<TD WIDTH="10%"> </TD>
<TD WIDTH="1%"> </TD>
</TR>
<TR BGCOLOR="#CCEEFF" VALIGN="BOTTOM">
<TD WIDTH="69%">Cash payments for interest</TD>
<TD WIDTH="2%"> </TD>
<TD WIDTH="2%">\$</TD>
<TD WIDTH="10%" ALIGN="RIGHT"> </TD>
<TD WIDTH="2%"> </TD>
<TD WIDTH="2%">\$</TD>
<TD WIDTH="10%" ALIGN="RIGHT">55</TD>
<TD WIDTH="1%"> </TD>
</TR>
<TR VALIGN="TOP">
<TD WIDTH="69%"> </TD>
<TD WIDTH="2%"> </TD>
<TD WIDTH="13%" COLSPAN=2 ALIGN="RIGHT"><HR NOSHADE SIZE=4></TD>
<TD WIDTH="2%"> </TD>
<TD WIDTH="13%" COLSPAN=2 ALIGN="RIGHT"><HR NOSHADE SIZE=4></TD>
<TD WIDTH="1%"> </TD>
</TR>
<TR BGCOLOR="White" VALIGN="BOTTOM">
<TD WIDTH="69%">Cash payments for income taxes</TD>
<TD WIDTH="2%"> </TD>
<TD WIDTH="2%">\$</TD>
<TD WIDTH="10%" ALIGN="RIGHT">247,862</TD>
<TD WIDTH="2%"> </TD>
<TD WIDTH="2%">\$</TD>
<TD WIDTH="10%" ALIGN="RIGHT">537,206</TD>
<TD WIDTH="1%"> </TD>
</TR>
<TR VALIGN="TOP">
<TD WIDTH="69%"> </TD>
<TD WIDTH="2%"> </TD>
<TD WIDTH="13%" COLSPAN=2 ALIGN="RIGHT"><HR NOSHADE SIZE=4></TD>
<TD WIDTH="2%"> </TD>
<TD WIDTH="13%" COLSPAN=2 ALIGN="RIGHT"><HR NOSHADE SIZE=4></TD>
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<P ALIGN="CENTER">See
notes to consolidated financial statements.</P>

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<!-- Generated by Merrill Corporation (www.merrillcorp.com) -->

<P ALIGN="CENTER">THE CHROMALINE CORPORATION

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

(Unaudited)</P>

<DL compact>
<DT>1.</DT><DD>The
consolidated balance sheet of The Chromaline Corporation (the Company) as of September 30, 1999, and the related
statements of earnings and cash flows for the three and
nine months ended September 30, 1999, have been prepared without being audited.</DD></DL>

<P>In
the opinion of management, these consolidated statements reflect all adjustments (consisting of only normal recurring
adjustments) necessary to present fairly the consolidated financial position of
The Chromaline Corporation as of September 30, 1999, and the results of operations and cash flows for all periods
presented.</P>

<P>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 Form 10-SB filing of June 4, 1999.</P>

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

<P>Comprehensive
income is a measure of all non-owner changes in shareholders' equity and includes such items as net income, certain
foreign currency translation items, minimum pension
liability adjustments and changes in the value of available-for-sale securities. For any of the periods presented,
comprehensive income for The Chromaline Corporation was
equivalent to net income.</P>

<DL compact>
<DT>2.</DT><DD>The
major components of inventory at September 30, 1999 and December 31, 1998 are as follows:</DD></DL>

<!-- User-specified TAGGED TABLE -->

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<TR VALIGN="BOTTOM">

<TH WIDTH="60%" ALIGN="LEFT">
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<TH WIDTH="2%"> </TH>

<TH WIDTH="16%" COLSPAN=2 ALIGN="CENTER">Sept 30, 1999<HR NOSHADE></TH>

<TH WIDTH="2%"> </TH>

<TH WIDTH="16%" COLSPAN=2 ALIGN="CENTER">Dec 31, 1998<HR NOSHADE></TH>

<TH WIDTH="2%"> </TH>

</TR>

<TR BGCOLOR="#CCEEFF" VALIGN="TOP">

<TD WIDTH="60%">Raw materials</TD>

<TD WIDTH="2%"> </TD>

<TD WIDTH="3%">\$</TD>

<TD WIDTH="14%" ALIGN="RIGHT">614,957</TD>

<TD WIDTH="2%"> </TD>

<TD WIDTH="3%">\$</TD>

<TD WIDTH="14%" ALIGN="RIGHT">524,199</TD>

<TD WIDTH="2%"> </TD>

</TR>

<TR BGCOLOR="White" VALIGN="TOP">

<TD WIDTH="60%">Work-in-progress</TD>

<TD WIDTH="2%"> </TD>

<TD WIDTH="3%"> </TD>

<TD WIDTH="14%" ALIGN="RIGHT">358,773</TD>

<TD WIDTH="2%"> </TD>

<TD WIDTH="3%"> </TD>

<TD WIDTH="14%" ALIGN="RIGHT">409,539</TD>

<TD WIDTH="2%"> </TD>

</TR>

<TR BGCOLOR="#CCEEFF" VALIGN="TOP">

<TD WIDTH="60%">Finished goods</TD>

<TD WIDTH="2%"> </TD>

<TD WIDTH="3%"> </TD>

<TD WIDTH="14%" ALIGN="RIGHT">553,214</TD>

<TD WIDTH="2%"> </TD>

<TD WIDTH="3%"> </TD>

<TD WIDTH="14%" ALIGN="RIGHT">459,454</TD>

<TD WIDTH="2%"> </TD>

</TR>

<TR VALIGN="TOP">

<TD WIDTH="60%"> </TD>

<TD WIDTH="2%"> </TD>

| | |
|--|--|
| <HR NOSHADE> | |
| | |
| <HR NOSHADE> | |
| | |
| <TR BGCOLOR="White" VALIGN="TOP"> | |
| Reduction to LIFO cost | |
| | |
| | |
| (118,000 | |
| | |
| | |
| (138,000 | |
| | |
| <TR VALIGN="TOP"> | |
| | |
| | |
| <HR NOSHADE> | |
| | |
| | |
| <TR BGCOLOR="#CCEEFF" VALIGN="TOP"> | |
| Total Inventory | |
| | |
| | |
| 1,408,944 | |
| | |
| | |
| 1,255,192 | |
| | |
| <TR VALIGN="TOP"> | |
| | |
| | |
| <HR NOSHADE SIZE=4> | |
| | |
| | |
| </TABLE></CENTER> | |

<DL compact>

<DT>3.</DT><DD>The Company is a defendant in a claim filed in the United States District Court, Western District of Washington at Seattle, in which the claimant alleges that certain of the Company's products infringe on a U.S. patent owned by the claimant. The Company has filed an answer denying infringement and further believes the claimant's patent to be invalid, and to have been procured through inequitable conduct. During fiscal 1997, the Company incurred \$445,000 of legal costs for this matter, including a \$250,000 accrual at December 31, 1997 to cover future legal costs.</DD></DL>

<P>During fiscal 1998, the lawsuit was stayed after the Company filed a Request for Reexamination with the United States Patent and Trademark Office (USPTO) with respect to the patents involved in the suit. The request was granted and the reexamination is presently ongoing. As of September 30, 1999, the USPTO has on three occasions rejected the claims of the claimant. The claimant has one remaining appeal to exercise. During the nine months ended September 30, 1999 and the year ended December 31, 1998, the Company paid approximately \$23,000 and \$187,000, respectively, in legal and related costs in the defense of this matter. Such payments were applied against the accrual established at December 31, 1997. At September 30, 1999, the Company had a remaining accrual of \$40,000 for expected future legal costs relating to this matter.

<!-- ZEQ.=1,SEQ=6,EFW="9927326",CP="CHROMALINE CORPORATION",DN="1",FOLIO=6,FILE='DISK037: [99STP8.99STP2888]DK2888A.;4',USER='BHUGHES',CD='11-NOV-1999;14:44' -->

<DL compact>
<DT>4.</DT><DD>In June 1998 the Financial Accounting Standards Board issued Statement of Financial Accounting Standards (SFAS) No. 133, "Accounting for Derivative Instruments and Hedging Activities". SFAS No. 133 requires that all derivatives are recognized in the financial statements as either assets or liabilities measured at fair value and also specifies new methods of accounting for hedging transactions. The Company has not yet adopted SFAS No. 133. The nature of the business transactions of the Company are such that no derivative instruments are or are planned to be used during the normal course of operations.

</DD><DT>5.</DT><DD>Shareholders' Equity</DD></DL>

<!-- User-specified TAGGED TABLE -->
<CENTER><TABLE WIDTH="70%" BORDER=0 CELLSPACING=0 CELLPADDING=0>

| | |
|--|-------------------------------------|
| | |
| <p>September 30, 1999</p> | |
| <hr/> | |
| | <p>Balance at December 31, 1998</p> |
| | <p>4,859,833</p> |
| <hr/> | |
| <p>Net income (unaudited)</p> | |
| | <p>593,611</p> |
| <hr/> | |
| <p>Issuance of 1,750 shares of common stock upon exercise of options (unaudited)</p> | |
| | <p>8,697</p> |
| <hr/> | |
| <p>Tax benefit resulting from exercise of Options (unaudited)</p> | |
| | <p>2,100</p> |
| <hr/> | |
| <p>Total Stockholders' Equity (unaudited)</p> | |
| | <p>5,464,241</p> |
| <hr/> | |
| <p>Net Income per Common Share</p> | |
| <hr/> | |

Basic and diluted earnings per share are presented in accordance with Statement of Financial Accounting Standards (SFAS) No. 128, "Earnings per Share". The difference between average common shares and average common and common equivalent shares is the result of outstanding stock options.

The information presented below in Management's Discussion and Analysis of Financial Condition and Results of Operations contains forward-looking statements within the meaning of the safe harbor provisions of Section 21E of the Securities Exchange Act of 1934, as amended. Such statements are subject to risks and uncertainties, including those discussed under "Factors that May Affect Future Results" below, that could cause actual results to differ materially from those projected. Because actual results may differ, readers are cautioned not to place undue reliance on these forward-looking statements.

Item 2. Management's

Research and development expenses during the third quarter of 1999 decreased to \$161,000, or 6.5% of sales, from \$178,000, or 7.7%, for the same period in 1998. The decrease was attributable to certain short-term product development projects that have been deferred. The Company intends to continue to invest in research and development as appropriate to maintain its innovation.

Income Taxes. Income taxes increased to \$113,000, or an effective rate of 37%, during the third quarter of 1999 from \$92,000, or an effective rate of 38%, for the third quarter of 1998, due to the Company's increase in pretax income in 1999.

Nine Months Ended September 30, 1999 Compared to the Nine Months Ended September 30, 1998

Sales. The Company's sales during the nine months ended September 30, 1999 increased 3.3% to \$7.26 million compared to \$7.03 million for the same period in 1998. This reflects a 9.0% increase in domestic United States sales offset by lower international sales due to the slow recovery of foreign markets the Company serves from recent economic crises.

Cost of Goods Sold. The cost of goods sold during the nine months ended September 30, 1999 was \$3.35 million, or 46.2% of sales, compared to \$3.16 million, or 45.0% of sales, for the same period in 1998. The increase as a percentage of sales, reflects the Company's product mix primarily during the first and third quarters of 1999. Cost of goods sold was significantly lower as a percentage of sales during the second quarter of 1999 due to a favorable product mix for domestic U.S. and European sales.

Selling, General and Administrative. Selling, general and administrative expenses in the nine months ended September 30, 1999 increased to \$2.50 million, or 34.4% of sales, from \$2.25 million, or 32.0% of sales, for the same period in 1998. This increase was due to higher worldwide expenditures for product promotion and marketing. These expenses are expected to remain at current levels during the fourth quarter of 1999. The increase was also due to approximately \$40,000 in costs associated with the filing of the Company's Form 10-SB which became effective June 4, 1999. In 1999, the Company incurred approximately \$25,000 in costs associated with Year 2000 compliance. These costs were partially offset by non-recurring costs incurred in 1998 related to the retirement of two senior officers.

Research and Development Expenses. Research and development expenses for the nine months ended September 30, 1999 increased to \$502,000, or 6.9% of sales, from \$496,000, or 7.1% of sales, for the same period in 1998. The increase reflects costs associated with new product development.

Income Taxes. Income taxes for the nine months ended September 30, 1999 decreased to \$348,000, or an effective rate of 37%, from \$438,000, or an effective rate of 38%, for the same period in 1998 due to the Company's lower pretax income.

Liquidity and Capital Resources

The Company has financed its operations principally with funds generated from operations. These funds have been sufficient to cover the Company's normal operating expenditures and annual capital requirements, as well as research and development expenditures.

Cash and cash equivalents were \$641,000 and \$275,000 at September 30, 1999 and December 31, 1998, respectively. The Company generated \$722,000 in cash from operating activities during the nine months ended September 30, 1999 and \$348,000 for the same period in 1998. Cash generated by operating activities is primarily provided by net income as adjusted for non-cash depreciation. During the first nine months of 1999, trade receivables increased by \$244,000 as the Company modified its export sales terms in accordance with global market conditions. Prepaid expenses increased \$74,000 reflecting the acquisition of a new product line. Inventories increased \$154,000 due to new products entering the marketplace. Accounts payable increased \$148,000, accrued expenses increased \$81,000 reflecting payroll and fringe benefit requirements, and income taxes payable increased \$140,000. For the nine months ended September 30, 1998, trade receivables decreased \$36,000 while inventories increased \$226,000 reflecting the new products developed last year for the market. Accounts payable increased \$22,000, accrued expenses decreased \$60,000 and accrued legal costs decreased \$171,000. Income taxes payable decreased \$99,000 for the same period in 1998.

The Company used \$387,000 and \$265,000 in cash for investing activities during the nine months ended September 30, 1999 and September 30, 1998, respectively. In both periods net cash used for investing activities was used primarily for plant and equipment. During the third quarter of 1998, the Company purchased municipal revenue bonds that are carried at fair value and classified and accounted as "available for sale". Any unrealized gains or losses are included in equity. These unrealized gains and losses were not material for the third quarter of 1999.

The

Company generated \$9,000 in cash from financing activities during the nine months ended September 30, 1999 as a result of the exercise of stock options. During the same period of 1998, \$67,000 in cash was generated from the exercise of stock options, which was offset by a \$22,000 payment on the Company's revolving credit line.

A bank line of credit exists providing for borrowings of up to \$1,250,000. Outstanding debt under this line of credit is collateralized by accounts receivable and inventory and bears interest at 2.25 percentage points over the 30-day LIBOR rate. The Company has not utilized this line of credit to a material extent and there is no debt outstanding under this line as of September 30, 1999.

The Company believes that current financial resources, cash generated from operations and the Company's capacity for debt and/or equity financing will be sufficient to fund current and anticipated business operations. Future activities undertaken to expand the Company's business may include acquisitions, building expansion and additions, equipment additions, new product development and marketing opportunities.

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Capital Expenditures

As of September 30, 1999, the Company had spent \$387,000 on capital expenditures during 1999. This spending during the first nine months of 1999 included manufacturing equipment upgrades to improve efficiency and reduce operating costs, new laboratory instrumentation, building facility upgrades and new vehicles under its rotating replacement policy.

Commitments
for capital expenditures include building maintenance, research and development equipment to modernize the capabilities and processes of Chromaline's laboratory and research and development to improve measurement and quality control processes. These commitments are funded with cash generated from operating activities.

International Activity

The Company markets its products to over 50 countries in North America, Europe, Latin America, Asia and other parts of the world. Foreign sales were approximately 32% of total sales for the nine months ended September 30, 1999. This compared with foreign sales accounting for 33% of total sales during the same period in 1998. Foreign sales in 1999 are being affected by overseas economies that are slow in recovering from recent economic crises. Recent weakening of certain foreign currencies has not significantly impacted the Company's operations because the Company's foreign sales are not concentrated in any one region of the world. The Company believes its vulnerability to uncertainties due to foreign currency fluctuations and general economic conditions in foreign countries is not significant.

Substantially
all of the Company's foreign transactions are negotiated, invoiced and paid in U.S. dollars. Chromaline has not implemented a hedging strategy to reduce the risk of foreign currency translation exposures, which management does not believe to be significant based on the scope and geographic diversity of the Company's foreign operations as of September 30, 1999.

Effective
January 1, 1999, eleven states of the European Union began the conversion to a common currency, called the "euro". This action will most likely cause a portion of Chromaline's European transactions to be negotiated, invoiced and paid in "euros". The conversion will most likely add currency exchange costs and risks. As of September 30, 1999, the impact of the "euro" conversion has not significantly affected the Company's results.

Year 2000 Issue

The year 2000 issue is the result of certain computer systems that recognize the year using only the last two digits. Any system utilizing time-sensitive programming may recognize the date using "00" as the year 1900 rather than the year 2000. This could result in systems failures that may disrupt normal business operations.

The Company began a comprehensive project in 1998 to test and prepare its internal systems for the year 2000. The Company has substantially completed this project with the balance to be finalized early in the fourth quarter of 1999. The project has replaced all non-compliant software and hardware with systems that are year 2000 compliant. This includes a review of both information technology and non-information technology systems. A survey of major suppliers has been conducted as part of the project to assess the readiness of the Company's business associates. If the necessary conversions are not completed on a timely basis, the year 2000 could have a material adverse effect on Chromaline's operations. Overall, management believes the year 2000 will not have a significant impact on operations.

As of September 30, 1999, the Company has spent approximately \$70,000 on the project. The total cost of the project is expected to be approximately \$75,000. This cost includes replacing non-compliant hardware and software. It also includes the internal human resource time to conduct systems

was stayed pending this review. A favorable ruling by the USPTO may result in the dismissal of the case. In the USPTO's Office Action in Reexamination dated February 23, 1999, the USPTO initially rejected the plaintiff's claims of patent infringement. The Office Action required the ANA and ACLJ to respond within 60 days, which they did. The USPTO's subsequent Office Action once again rejected the plaintiff's claims of patent infringement. The plaintiff filed their final response with the USPTO on August 2, 1999. The USPTO examiner then issued a Reexamination Advisory Action rejecting all claims of the patents on August 23, 1999. The plaintiff appealed to the Board of Appeals of the USPTO on September 2, 1999.

The Company has made provisions to cover certain legal proceedings and related costs and expenses as described in note 3 to its unaudited consolidated financial statements included herein. However, the ultimate outcome and materiality of these matters cannot be determined. Accordingly, no provision for any liability that may result therefrom has been made in the unaudited consolidated financial statements.

ITEM 2. Changes in Securities</P>

<P>None</P>

ITEM 3. Defaults upon Senior Securities</P>

<P>Not applicable</P>

ITEM 4. Submission of Matters to a Vote of Security Holders</P>

<P>None</P>

ITEM 5. Other Information</P>

<P>None</P><!-- ZEQL=1,SEQ=13,EFW="9927326",CP="CHROMALINE CORPORATION",DN="1",FOLIO=13,FILE='DISK037:[99STP8.99STP2888]DO2888A.;9',USER='BHUGHES',CD='11-NOV-1999;14:58' --></P>

ITEM 6. Exhibits and Reports on Form 8-K</P>

<P></P><P>(a) Exhibits</P>

<P>The following exhibits are filed as part of this Quarterly Report on Form 10-QSB for the quarterly period ended September 30, 1999:</P>

<!-- User-specified TAGGED TABLE -->

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|--|--|--|
| | | 11 |
| | | Computation of Net Earnings per Common Share |
| | | 27 |
| | | Financial Data Schedule |

Copies of Exhibits will be furnished upon request and payment of the Company's reasonable expenses in furnishing the Exhibits.

Reports on Form 8-K were filed by the registrant during the quarterly period ended September 30, 1999.

| | |
|--|----------------------------|
| (1) Incorporated by reference to the like numbered Exhibit to the Company's Registration Statement on Form 10-SB (File No. 000-25727). | THE CHROMALINE CORPORATION |
|--|----------------------------|

SIGNATURES

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

| | | |
|-------------------------|------------------|---|
| DATE: November 12, 1999 | | THE CHROMALINE CORPORATION |
| By: | JEFFERY A. LAABS | THE CHROMALINE CORPORATION |
| | | JEFFERY A. LAABS, Vice President of Finance, Contoller, Treasurer and Secretary |
| | | (Duly authorized officer and Principal Financial Officer) |

INDEX TO EXHIBITS

| | | Exhibit |
|--|--|-------------|
| | | Description |
| | | Page |

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<P>PART I—FINANCIAL INFORMATION

Item 1. Financial Statements

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<P>Item 2. Management's Discussion and
Analysis of Financial Condition and Results of Operations.

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<!-- TOC_END -->
<!-- TOC_BEGIN -->

<P>PART II. OTHER INFORMATION

ITEM 1. Legal Proceedings

ITEM 2. Changes in Securities

ITEM 3. Defaults upon Senior Securities

ITEM 4. Submission of Matters to a Vote of Security
Holders

ITEM 5. Other Information

ITEM 6. Exhibits and Reports on Form 8-K

INDEX TO EXHIBITS

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